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Published With The New York Times and The Washington Post PARIS, WEDNESDAY, MARCH 18, 1992

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Deadly Blast Levels Israel's Embassy In Buenos Aires

Bush Says No to Plan **On Loans** For Israel

and a da the Academ aber Satraji Ray 20 aorary Academ Compiled by Our Staff From Dispatches WASHINGTON - Presi--Bier Elensive carl dent George Busb on Tuesday rejected a congressional com-promise to provide loan guar-antees to Israel, key legislators aid aiment je an forentatives under Present the awards said

"I'm frankly very, very dis-appointed," Senator Patrick J.

The guarantee issue leaves Israelis weighing life without their chief ally. Page 4.

Leahy, D emocrat of Vermont said after meeting with Mr. Bush to discuss the proposed deal. "This language is not ac-

ceptable to the president." Just before the meeting with Mr. Leahy, Mr. Bush said be did not believe that the loan guarantees were "dead" but that it was long-standing U.S. policy that Israeli settlements in occupied Arab territories were obstacles to peace.

Mr. Busb said that if there was "room in that policy to support" Jewish immigrants to Israel, he would try to support them

"Tve said over and over again that we want to help," Mr. Bush said, adding, "but we're simply not going to shift and change the foreign pobcy of this country." Israel had requested \$10 billion in loan guarantees over

live years. The congressional proposal would have eased the linkage

By Edgene Roomson Washington Past Service BUENOS AIRES — A powerful explosion destroyed the Israeli Em-bassy on Tuesday, killing at least 5 people, wounding more than 70 and trapping others under a smol-dering pile of rubble. The blast, which authorities said might have been caused by a car might have been caused by a car bomb, broke windows throughout a five-block radius of central Bue-

nos Aires, sending broken glass raining onto crowded streets. Many of the wounded suffered cuts from the glass. Only a corner of the three-story

By Eugene Robinson

embassy building remained stand-ing. The rest was reduced to a heap of debris. Rescue workers said they could hear survivors calling from beneath the rubble, but progress toward digging them out was agonizingly slow. The Israeli ambassador, Itzhak

Shefir, was not in the embassy when the explosion occurred shortly before 3 P.M. He declined com-

There was no sign of who might have been responsible for the ex-plosion. No one immediately took

responsibility. President Carlos Menem initially blamed "Argentine Nazis" for the attack, but he did oot elaborate. Other officials speculated that the explosion might have been the work of terrorists trying to scuttle the Middle East peace process.

The Israeli defense minister, Moshe Arens, in Washington on an official visit, said the bombing was apparently "part of a terrorist cam-paign against Israel," according to news agency reports.

News agencies reported earlier from Buenos Aires:

Police officials said a large bomb could have been placed in a car. Eleven vehicles parked in the street near the embassy were wrecked in the blast.

An official at the French Embassy, who beard the explosion and hurried to the scene, told French television that he believed it was caused by a car bomb. "It's not official, but all the

pieces of information suggest it was

See BOMB, Page 4



Rescue workers searching for victims in the rubble after a powerful bomb destroyed the Israeli Embassy in central Buenos Aires on Tuesday.

Check Scandal Reaches High Into Bush Cabinet

By Paul F. Horvitz ational Herald Tribune

WASHINGTON - Three of President George Busb's cabinet secretaries disclosed Tuesday that they had overdrawn their accounts at the scandal-ridden House of Representatives bank when they were in Congress. Their admissions were likely to blunt what the Republicans hoped would be a sharp election weapon against the Democrats.

Defense Secretary Dick Cheocy said he had written at least 21 "problem checks," and Agriculture Secretary Edward Madigan said 49 of his checks on the bank had been written without enough money to cover them. Labor Secretary Lynn Martin said she had 16 overdrafts in 39 months. All three secretaries came to the cabinet directly from the House.

The acknowledgments from prominent members of the cabinet could curb the zeal of some Republicans for

an all-out political attack oo Democratic members of Congress who were allowed to skirt accepted banking practices

Republican leaders in the House have harshly criticized Democrats for the manner in which the House bank was run, and Mr. Cheney said House Democratic leaders should consider an apology.

But like many of the nearly 300 House members, most of them Democrats, now smarting from revela-tions that they had overdrafts at the bank, Mr. Cheney said at a news conference that be had never been informed by bank officials of his transgressions and that his monthly bank statements had never showed a negative balance.

· Mr. Cheney expressed anger and frustration at his predicament, saying it was "aggravating" to be "hump-ed together with others who were clearly abusing the system." A few members regularly wrote checks over-drawing their accounts until payday.

Mr. Bush, asked about Mr. Chency's simution, said, "A lot of people are piling on," but he added that "the institution of Congress" would be a political campaign

Mr. Chency said be felt that the House, in which he served from 1979 to 1989, "was being badly maligned" by critics when it was revealed that the unregulated, members-only House bank quietly covered checks when funds were not available in individual accounts. Mr. Madigan said: "More attention should have been paid by me to the workings of this account. Clearly this is an embarrassment to me, my family and

friends He said that in the 31 months ending March 1991, when he became agriculture secretary, 49 of his checks

See CHECKS, Page 4

Big Turnout A Good Omen For de Klerk **Reform Plan**

Liberal Whites, Fearing More Turmoil, Flock To Vote in Referendum

> By David B. Ottaway and Paul Taylor Washington Post Service

JOHANNESBURG - A heavy tumout in a referendum oo Tuesday raised expectations that President Frederik W. de Klerk would win a decisive victory in the whites-only voting that he called to approve his program of change for South Africa.

Early indications of an unusually large turn-out among the country's 3.3 million white voters eased concerns that highly motivated farrightist opponents would overwhelm the more complacent "yes" voters. Results are to be made public on Wednesday.

The referendum is perhaps the most impor-tant ever beld in South Africa. The minority white populatioo was essentially being asked to approve or reject a plan for the gradual turnover of power to a black majority. Mr. de Klerk has said that be would resign if

he lost the referendum and would call a whitesonly general election, a step that Nelson Mandela, president of the African National Congress, bas waroed woold lead to "unprecedented turmoil."

Leaders of the "yes" campaign were con-cerned about complacency, especially among bberal, English-speaking whites, who have cus-tomarily stood aloof from politics. Those fears now appear to have been baseless. "This is absolutely staggering," said Peter

Jardine, a liberal town councillor from a suburb of Johannesburg, as more than 250 prosperous-looking voters lined up outside a polling station at noon, usually a slack period. "The rush began as soon as the polls opened, and it hasn't stopped.'

He estimated that the vote in his Sandtoo district would be 80 percent "yes."

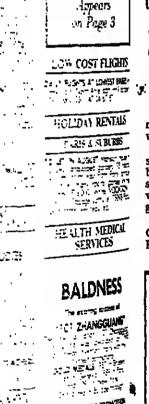
"My only concern is that we might not have enough ballots to handle the crowd," he said. Dirk Carstens, a National Party poll-watcher at the same station, said, "The English-speakers have been living off the fat of the land for quite a while in this country, and I think the past few

weeks have been a real awakening for them." Mr. de Klerk's National Party and the bberal Democratic Party, bitter enemies for the last decade, were thrown into an upeasy alliance on the referendum.

Mayor Bruce Burns of Sandton said a big vote might drive white reactionaries to-terrorist tactics, but added that "the white "yes" reaction to a 'yes' vote will be much easier to contain than the black reaction to a 'oo' vote." Outside the Johannesburg City Hall, a group of grim-faced black youths watched whites stream into the building to vote.

See AID, Page 4

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Page 4

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U.S. Primaries' Winners Without a Cause

By Howell Raines

New York Times Service CHICAGO - The first wave of big prima-ries is over, and the big news is that the back-

wash has left both parties with cold feet. Indeed, the front-runners look more like shipwreck victims who have washed up on the beach than sure-handed captains of the ship of state. As a result, while Illinois and Michigan voted on Tuesday, a make-the-best-of-it mood gripped Democrats and Republicans alike.

The rolling psychodrama of Governor Bill Clinton's campaign has been a blessing for President George Bush because it has diverted

attention from an equally striking spectacle of the early primaries — the tattering of a reputa-tion for political competence that Mr. Bush had

spent three decades building. The president's image of rudderlessness now seems as rooted in the public mind as President

NEWS ANALYSIS

Ronald Reagan's out-to-hunchness or President Jimmy Carter's vacillation. To prevent further damage, the Republican hierarchy has signaled Patrick J. Bachanan that enough is enough After a few face-saving growls, Mr. Buchanan must strike the tent of his medicine show or risk permanent labeling in his party as the Republicans' snake-oil salesman

With Mr. Buchanan tamped down, the White House could drag Mr. Bush back to the dressing room, give the public time to forget his squeakiness and try to bring him back at cooention time with one of the speechwriter Peggy Noonan's patented pacans to manly politics. The political pros still bet that Mr. Bush will be bailed out by the economy and Democratic crashes, but the dispirited Bushies all know that

See POLITICS, Page 4

Kiosk **UN Is Nearing Bans on Libya**

UNITED NATIONS, New York (Reuters) — Western governments circulated a United Nations sanctions res-olution on Tuesday calling for a ban on all arms traffic and air links with Libya and the reduction of Libyan diplomatic staffs until Tripoli surrenders agents accused of two

midair bombings. The Security Council draft, which also demands a commitment by Libya to cease all forms of terrorism, was agreed on by the United States, Britain and France. The moves stem from Lib-

ya's failure so far to carry out a Jan. 21 resolution demanding that it surrender for trial two agents accused of bombing Pan Am Flight 103 over Lockerhie, Scotland, in December 1988, and cooperate in the investigation of the bombing of French UTA Flight 772 over Niger in September 1989.

General News

Communist diebards of the ex-Soviet Union held a congress Page 2. near Moscow.

Environmental war is heating up along the old North-South Page 3. battle lines. Stage / Entertainment

Art Buchwald and Alain Bern-

heim were awarded \$900,000 for their contribution to the Paramount film "Coming to America." Page 8.

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Ethiopia's Magnificent Marathoners Chase Gold Again By Jane Perlez New York Times Service ADDIS ABABA, Ethiopia — On a hill behind this mile-and-a-half-high city, this year's most awaited marathon runners are training on the

steep slopes and flat stretches, dodging donkeys from the 1984 games in Los Angeles, in order to laden with straw and weaving among women please the Soviet Union, its patron. whose backs are piled with wood.

On one crisp morning recently, Abebe Mekon-oen, the 1989 Boston Marathon champion, led a pack of elite runners who were striding through five leisurely laps of seven kilometers (about four miles) each. Negash Dube, last year's Beijing Mar-athon winner, gave the more seasoned Abebe a deferential edge as they finished their weekly endurance workout in the capital's 2,400-meterhigh air.

In Barcelona this summer, Ethiopia's magnifi-cent distance runners, like stage stars who have marathoners, known for their lightness and grace,

been hidden too long from curious audiences, will be appearing in their first Olympics in 12 years. The country's old hard-line Marxist regime had kept its athletes out of the 1988 Olympics in Seoul, in sympathy with absent North Korea, and away

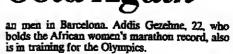
Olympic Games in Rome by winning the marathon barefoot, and then won again - wearing shoes — in 1964 in Tokyo, there has been interna-tional affection bordering on reverence for Ethiopian numbers.

Miruts Yifter, now a coach bere, was one of the world's great distance runners of the 1970s. The current world marathon record, of 2 hours, 6 minutes and 50 seconds, is held by an Ethiopian, Belayneh Densimo, who won the Rotterdam Marwon or placed in dozens of international races. On Sunday, Tumme Turbeh and Lemma Adagna finished first and second in the Tel Aviv Marathon. On Saturday, Ethiopia will enter a full team in the world cross-country championships in

Boston. With the overthrow of the Marxist government last year, Ethiopian numers, some of whom -Abebe Mekonnen, for instance - prepared for the last two Olympics only to have their hopes shattered by politics, have been given the go-ahead to show their redoubtable strength.

The Ethiopians hope to do well in Barcelona, not only in the men's marathon, but also in the men's 5,000-meter and 10,000-meter events, the women's 3,000 meters and 10,000 meters and the men's and women's 800-meter and 1,500-meter TACES.

Abebe and Negash are among the 10 marathoners in contention for the three spots for Ethiopi-



DIPLOMATIC DISCUSSION - The former East German leader Erich Honecker,

left, talking with a special envoy from Chile, James Holger, in the Chilean Embassy in

Moscow on Tuesday. Mr. Holger had previously held talks with Russian officials on the fate of Mr. Honecker, 79, who has taken refuge in the embassy since December,

seeking to avoid extradition to Germany where he is wanted on manslaughter charges.

Ethiopian numers are endowed with a fortunate mix: natural athletic ability, dedicated coaches and a high-altitude environment. But which element of this mix makes the decisive difference can be argued vociferously, the runners here say. Their chief competitors in neighboring Kenya also have talent and hive at the high altitudes of the Rift Valley, which the two countries share.

"People ask why we are good marathoners," said Nigussie Robe, the head coach of the Ethiopian Athletics Federation for more than 20 years.

"To be in a high altitude is not enough," he said. "You have to have a well-prepared training pro-gram. My athletes are good because they have a

See RUN, Page 2

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"If the Conservative Party wins," said one youth, Amandla Buthelezi, "it's going to be a big war against whites."

It was only the third time in recent South African history that the government had called a referendum. In 1960, whites voted narrowly to make South Africa a republic, and in 1983 they approved, by a 2-to-1 margin, the creation of a tricameral parliament giving the vote to Indians and people of mixed raced.

Most of the South African press campaigned vigorously along with the government, big business, and sports and arts figures for a "yes" vote. They argued that the alternative would be a return to apartheid, stiff oew economic sanc-tions and renewed international isolation.

The opposition Conservative Party and its rightist allies campaigned for a "no" vote, offerrights and campagned for a 10 voie cliff-ing a bazy vision of a separate white nation linked in some kind of ethnically based com-monwealth with South Africa's blacks. This was basically a revised form of the National Party's old apartheid system, now abandoned. Most projections on the referendum gave a healthy edge to the "yes" vote, provided the turnout among eligible whites was at least 70 percent.

Hongkong Bank Seeks Midland In Strategy Shift

> By Erik Ipsen International Renald Tribune

LONDON -- Long-running, long-delayed merger talks between Midland Bank PLC and merger talks between Midland Bank PLC and Hongkong & Shanghai Banking Corp. unex-pectedly sprang to life on Tuesday, when the Asian institution announced a friendly take-over of the big British lender that would create the world's 10th-largest bank. The new bank, with assets of £145 billion (\$248.7 billion), would be by far the biggest in Britain

Britain.

The merger, which must be approved by regulatory authorities and bank shareholders, would be achieved through a takeover of Mid-land by Hongkong Bank, a deal that would value Midland's shares "at a significant premium," the companies said.

Hongkong Bank is expected to pay for the purchase with its own shares, rather than cash, in a deal that would value Midland at roughly £3 billion. The Hong Kong institution already holds 14.9 percent of Midland, a stake acquired for about £383 million after the global stock

market collapse of October 1987. In London, Midland Bank's stock shot up 76 pence, to £3.21. Analysts speculated Midland would likely fetch from £3.50 to £4 per share, a price boosted by what are widely regarded as its excellent turnaround prospects come the recovery as well as the unique nature of the sale of a major British bank.

This is a once-in-a-century chance to buy one of the four big clearing banks," said Norrie

See BANKS, Page 17

ern competition forced widespread layoffs, has two children, 10 and 14, at bome. To earn \$16,000 a year before taxes, she travels up to eight bours a day and works another eight, arriving back bome with only one hour to spend with the kids before she has to go to bed herself so she can do it all over

Her busband, Klaus, an electrician, lost his job and is oow enrolled in a government training program. Simona, 33, says she regrets having so little time with the children and could do without

Mrs. Keilwerth, who lost her job in the photo lab of an East German publishing bouse when West-

See COMMUTE, Page 4

日田についた Bus 308's destination is a parking lot that will be filled loog before dawn with dozens of buses crowded with workers who will sort goods and pack boxes for pay that is miserably low by Western standards, but a bonanza for Easterners reeling from the shock of transition to a market-based

Worst Commute in the World For East Germans, 61/2 Hours on the Road 24 percent of adults have no work and where jobs that do exist pay only 60 percent of Western

salaries.

economy.

again.

By Marc Fisher ngton Post Service

REICHENBACH, Germany - Next time you are swapping commuter horror stories, spare a moment for the hardy souls of Bus 308, the local that churns through the night from Germany's communism-scarred East to its capitalist West.

It is 1:55 oo a cold, damp morning, and Simona Keilwerth and three other Eastern German women trudge toward Reichenbach's central bus station carrying pillows, blankets and thermoses full of hot coffee — armor against what hes between them and the 6 A.M. start of their work shift. As they do every night, they will board the 2:12 and wind through the streets of medicval villages that appear untouched by the 20th century. Then,

onto the autobahn that brings them across the old

East-West border and down through Bavaria, to Nuremberg and the beadquarters of Quelle, Ger-

many's largest mail-order house. Total distance: 164 miles (264 kilometers).

The Reichenbach commuters are among about

500,000 Eastern Germans who travel daily to jobs

in the West, far from a collapsed economy where

Time: 3 hours 15 minutes.

French Voters, Disgusted, Set to Swim Against Mainstream

By Joseph Fitchett International Herald Tribune

Page 2

PARIS - Amid forecasts of new lows in voter turnout and new highs for fringe parties, France's regional elections on Sunday will be a barometer of

the nation's listless, stagnating political life. A mood of economic pessimism is darkened, com-mentators say, by a feeling that the nation's leaders have lost a clear sense of France's international role and even of how to manage domestic problems, especially tensions concerning the large Arab immi-

grant population. Lackinster campaigning deepened many voters' suspicions that the mainstream parties are losing their political vision and settling for crass electoral maneuvers. The highlights of the dim campaign season have been the inconclusive slanging matches between the xenophobic Jean-Marie Le Pen and the flamboyant Bernard Tapie, a pro-Socialist self-made tycoon whose business success is now being questioned

As a result, polls show barely one voter in four planning to support one of France's mainstream political parties. Instead, massive voter disaffection is being expressed in an expected 50 percent rate of abstention and a strong showing for protest parties, including two Green parties and an anti-environmentalist party representing hunters.

By Michael Dobbs

Washington Post Service MOSCOW - Dichard Commu-

convening its defunct parliament.

but the attempt to reverse the course of 20th-century history de-

Chanting "Soviet Union! Soviet Union!" about 400 former Soviet

deputies unfurled the Red Flag in

passed a series of resolutions pro-

nouncing the former Communist

This is the happiest day of my life," said a Communist hard-liner,

Sazhi Umulatova, who was elected

chairman of the Congress. "The Congress has been held, and we

proved that the Soviet Union ex-

In fact, the latest attempt by

Communist hard-liners to exploit

millions of Russians' discontent

with falling living standards and mobilize political resistance to

President Boris N. Yeltsin appears

to have ended in failure. Only 20,000 or so predominantly

elderly people turned up Tuesday evening to attend a protest rally in Moscow to denounce the disman-

ed by the organizers.

superpower alive and well.

ists."

generated into farce.

Part of the disenchantment stems from a series of corruption scandals that has tarred the image of peared increasingly remote from daily affairs, to the France's political caste and hit the Socialist government particularly hard. The Socialists' unpopularity is so strong that they seem likely in some regions to finish behind Mr. Le Pen's National Front.

But the electoral outcome is likely to satisfy no one, including the coalition of center-right opposi-

NEWS ANALYSIS

tion parties led by Jacques Chirac and former President Valery Giscard d'Estaing. Both have been rejected by voters in the past, and neither has been able to use this campaign as a springboard to becoming a potent presidential candidate in 1995.

The big losers on Sunday are likely to be the Socialists and President François Mitterrand. After Il years in power, they appear to have run out of convincing proposals for modernizing the economy and repositioning France in a Europe increasingly dominated by Germany.

The Socialists' shortage of ideas was highlighted by their unsuccessful attempt to turn Mr. Le Pen's populist ways against him by letting Mr. Tapie attack him in crude street language. The effect upset Socialist supporters without shaking the enthusiasm of Mr. Le Pen's militant followers.

Soviet Hard-Liners' Congress Cascades Into Farce

In recent months, Mr. Mitterrand, 75, has apextent that foreign diplomats in Paris complain about difficulties in conducting policy discussions with French officials. Government ministers seem unable to make decisions without presidential approval that is often slow in coming.

Prime Minister Edith Cresson, whose popularity sank below 20 percent this week, has confused the business community by announcing plans to reinforce state management in industry while quietly shedding government objections to eventual privatization of state-owned corporations.

France's main foreign policy dilemma - coming to terms with a united Germany - has deepened recently because the Enropean Community, despite its unity moves at its summit meeting in Maastricht, has been unable to dampen national rivalries in Europe.

Apparently soured by the prominent role of the North Atlantic Treaty Organization in dealing with the former Soviet Union, Mr. Mitterrand has isolated France further in Europe by a series of policy clashes with the Bush administration. Among other things. France has threatened to block trade liberalization unless French farmers can keep EC agricultural subsidies.

Center-right leaders have been unable to capital-ize on Mr. Mitterrand's unpopularity: the opposition appears to lack new blood and its main standard-bearer, Mr. Chirac, has shied from offering radical proposals to defuse France's mounting racial and social tensions, apparently because he is intimidated by Socialist charges that he is moving closer to Mr. Le Pen

The protest vote is also hurting conservatives following disclosures about corruption in the main political parties. These have been kept in public view by a series of police raids culminating in the scizure of the Socialist Party's campaign contribution re-

All the political leaders have been damaged by the publicity, because last year the parliament, with overwhelming support from Socialists and from the center-right parties, voted an amnesty for politicians involved in illegal payments, even when the donors were jailed.

The measure's unpopularity has had a visible effect: the slickly produced electoral posters, usually slapped on every available surface in France before a vote, are strikingly absent, apparently because can-didates want to avoid reminding voters about the facts of campaign financing. Partly as a result, many people do not know who is running in their regions on Sunday.

WORLD BRIEFS

UN Teams Scout Positions in Croatia

BELGRADE (Reuters) - United Nations peacekeeping teams moved into forward positions in the breakaway republic of Croatia on Thesday into forward positions in the oreataway republic of Croatia on Hesday and began scouting battle zones between warring Croats and Serbs. At least three people have been killed and three wounded since UN advance teams pushed into Croatia on Monday. About 400 military and

police officers are in the republic, preparing for 14,000 UN troops due to arrive next month.

A Croatian soldier was killed overnight by artillery fire near Osijek, about 30 kilometers (18 miles) east of the Danube river town of Dali, where UN military officers arrived Monday. Croatian radio said two Croatian soldiers were wounded by mortar fire in the region on Tuesday, and a farmer was killed by Serbian gunmen near Karlovac. The Belgrade-based Tanjug press agency said a Serbian soldier was killed near Osjek.

Leftists Tied to 3 Athens Bombings

ATHENS (AP) - Bombs damaged two cars and a bank here, and unidentified assailants shot and killed a soldier on grand duty at a

unidentified assailants shot and killed a soldier on grand duty at a mintary base south of the capital early Tursday, the police reported. An anonymous caller to a private radio station took responsibility on behalf of the Revolutionary Popular Struggle group for the bomb attacks. The leftist terrorist organization has taken responsibility for numerous bomb attacks in the past. Last month, it set off a bomb near a police bus, wounding 11 members of a riot squad and a civilian. The assailants who killed the soldier took his rifle and then fled the base, near Mandra, 45 kilometers (28 miles) south of Athens. No group had taken responsibility for the killing.

Bombs Kill 2 Policemen in Istanbul

ISTANBUL (Reuters) - Two police officers were killed and eight others were wounded Tuesday when two bombs they were attempting to defuse exploded, the government said. The explosions occurred within 10 minutes of each other, knocking

down walls on two floors, breaking windows and damaging nearby cars. The bombs were confiscated from terrorists in earlier operations, Interior Minister Ismet Sezgin told the Anatolian News Agency.

NAIROBI (Reuters) — The police have arrested 700 people in a crackdown intended to end weeks of tribal violence, the government said a shear of the arrestay. According to local news reports, 18 people were tribut

According to local news reports, to people were kined on Monday, which raised to about 60 the death toll during the last six weeks from clashes in western Kenya between members of the Kalenjin tribe and farmers from the Luos and Gusii tribes. Thousands of Luos and Gusii have moved into traditionally Kalenjin areas in recent years, causing tribal tensions.

tribal tensions. Kenyan television did not give details of the arrests, but it quoted Vice President George Saitoti as saying Tuesday that clashes had continued over the previous 24 hours. According to the television report, four people were shot and wounded during clashes in Nandi, 280 kilometers (170 miles) northwest of Nairobi. In Molo, east of Nandi, 300 houses were reported to have burned down and 5,000 people reported to have fled.

For the Record

Gunmen believed to be Muslim fundamentalists shot and killed two Algerian policemen in a predawn ambush Tuesday near the town of Boufanik, about 30 kilometers (19 miles) southeast of Algiers, the national carity headquarters said. (Reuters)

Hundreds of Romanian miners demanding higher wages traveled from the provinces Tuesday and assembled in Bucharest to press their claims. About 800 miners and construction and autoworkers had assembled outside the government's headquarters by late afternoon.

TRAVEL UPDATE

Britons Warned on Travel to Libya

LONDON (Reuters) — Britain issued a warning on Tuesday about travel to Libya, saying a United Nations resolution under consideration could force the curtailment of air links. A Foreign Office spokesman said that Britons living in Libya should "consider carefully whether they need to remain." He added, "They should bear in mind that there may be no flights to and from Libya following the imposition of sanctions by the Security Council." The spokesman said Britons staying in Libya should keep in close touch with British consular officials.

Croatia said Toesday that it was reopening its airspace after a six-month

closure because of the Yugoslav civil war, and Croatian Airlines said it (AP) (1) Charte carrier H. g that Ming C. Law Lancin Saw Weight Skin Association of Irwould resume flights on April 5. control, General Zelentsov said. Britain issued a warning on Tuesday about travel to Libya, saying that Mr. Kravchuk carlier agreed to they should "consider carefully whether they need to remain." A Poreign Office spokesman said that Britons "should bear in mind that there may be no flights to and from Libya following the imposition of sanctions" by the UN Security Council. (Reuters) Mexico City officials, trying to minimize the effects of record smog, canceled classes for most children on Tuesday, ordering factories to curtail production and banning hundreds of thousands of cars from the roads (AP)

nist legislators sought Tuesday to resuscitate the Soviet Union by re-Sec. the candle-lighted hall on a state dairy farm outside Moscow. The meeting, which was billed as the "sixth extraordinary session" of the Congress of People's Deputies,

Yegor K. Ligachev, a hard-liner and former Polithuro member, meeting reporters Tnesday before the former legislators met.

tling of the Soviet Union in December, far below the turnout predictother free-market changes introduced by Mr. Yeltsin, popular sup-port for the self-proclaimed "patri-These events suggested that, otic opposition" of Communists and nationalists is limited. while there is great unhappiness with the liberalization of prices and

the disruption of economic and other ties with neighboring republics, a significant majority appears to accept the collapse of the state

founded by Lenin as a political fait accompli "The attempt to resuscitate the former Union is about as realistic as resuscitating V. I. Leain him-self," said a political analyst, Niko-Rossian television. "Today's Con-

south of Moscow.

The organizers refused to say precisely where the meeting would be held, saying they feared that the Russian authorities might attempt to prevent it from taking place. A neo-fascist leader, Vladimir self," said a political analyst, Niko-lai Svanidze, in a commentary for traffic cop: "A convoy of five buses Russian television. "Today's Con-gress took place in the best tradi-tions of the Communist move-ple evaporate to?"

Although Russians may deplore chase across the snow-covered tracked down to a state farm near Russian countryside to the town of Podolsk. By the time journalists Podolsk, 55 kilometers (35 miles) caught up with them, their 40-minute meeting was over.

> The session was timed to coincide with the first anniversary of a Soviet referendum at which threequarters of the voters endorsed the idea of preserving a "renovated union" made up of sovereign republics. The referendum result was largely overtaken by the abortive Communist coup in August, which accelerated the collapse of Com-munism and the multinational So

Arms Move By Ukraine By Fred Hiatt Washington Post Service MOSCOW — Scientists from

Scientists

Condemn

Russia's top-secret nuclear weap-ons design laboratory said Tuesday that the decision by President Leo-nid M. Kravchuk of Ukraine to keep some tactical nuclear weapons and dismantle them on his territory was "inadmissible" and could have "catastrophic consequences."

The statement by the scientists including Yuli Khariton, was read at a Moscow news conference at which a general assured reporters that all nuclear weapons of the former Soviet Union remained under control

Lieutenant General Sergei Zolentsov, denying recent reports that several warheads from Kazakhstan had been sold to Iran, said all warheads had been accounted for.

"There has not been a single case of a loss of a nuclear weapon," General Zelentsov said, "No unanthorized person could gain access to nuclear weapons, and no such person could gain access in the fu-

The general said that tactical, short-range nuclear weapons had been withdrawn to Russia from Kazakhstan and all other former Soviet republics except Belarus and Ukraine. He said all would be withdrawn from Belarus ahead of a July l deadline, while so far 57 percent of warheads had been withdrawn from Ukraine.

Strategic, long-range nuclear weapons remain in four republics - Russia. Ukraine, Belarus and Kazakhstan

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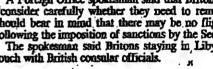
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nice to know they took the trouble to make HT. 181 Avenue Charles de Gaulle, 92521 Neuilly Cadex, France. repires March 31, 1992, and a available to new subscribers only Herald Eribune

ments - in conspiracy. The main contingent of people's Russian and foreign journalists deputies, including the former who had been invited to attend the Communist ideology chief, Yegor session were led on a wild goose K. Ligachev, was eventually

Post-Soviet Space Flight Takes Off With German

The Associated Press

for him.

Mr. Viktorenko and Mr. Kaleri MOSCOW - A Soyuz rocket are scheduled to stay aboard Mir carrying two Russians and a Ger-main blasted off Tuesday from the Baikontur Space Center in Kazakh-mission to be launched in late July. stan on the first space mission since The Russian-French mission is the demise of the Soviet Union. the last scheduled flight with a Commander Alexander Viktor-enko and Flight Engineer Alexan-The space program ha: suffered der Kaleri will replace the two cos- along with the worsening economy, monauts orbiting aboard the Mir and officials turned to such paying space station. One of the orbiting customers as Japan, Britain and cosmonauts, Sergei Krikalev, has Austria. been aboard Mir for nearly 10 The newspaper Nezavisimaya

The newspaper Nezavisimaya Gazeta reported earlier this year months through all the political chaos in the former Soviet Union. that there was not enough money to The German cosmonaut is build an expanded replacement Klaus-Dietrich Flade, 39, a test pi-lot whose country paid 40 million toon, which is six years old. lot whose country paid 40 million Deutsche marks (\$24 million) for

Mr. Krikalev, who was launched on May 18, 1991, has been seen as a what will be an eight-day mission kind of cosmic Rip Van Winkle. Major Flade, the fifth German to While he orbited, his old country fly in space, will conduct medical and biological experiments. ceased to exist, his hometown of Leningrad was renamed St. Peters-In addition to the Russian and burg, and political upheaval threw German flags, the rocket was also emblazoned with the flag of Ka-

zakhstan, reflecting the new order space program. since the formation of the Com-monwealth of Independent States. return in October, but his mission The capsule will dock with the was extended due to the political Mir station Thursday, enabling Mr. changes in his country. When he Viktorenko and Mr. Kaleri to re- returns March 25, he will have place Mr. Krikalev and Alexander spent 313 days in space, short of Volkov, who will return to Earth the 366-day world record beld by a with Major Flade on March 25. fellow cosmonaut, Musa Manarov.

Discussing nuts and bolts

with a screwdriver is a

refreshing change.

We live and breath engineering. And it's

sure we ate and drank it as well!

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viet state.

Even the most inflated estimates of the attendance at the session the removal of all tactical nuclear warheads from Ukraine to Russia Tuesday made it clear that the for destruction. But last week, comhard-liners had failed dismally in plaining that instability in Russia their attempt to muster a quorum of half the 2,250-member Congress. The organizers claimed that more threatened the destruction process, Mr. Kravchuk announced that he than 400 deputies had attended the had halted the withdrawal of warsession, while Russian journalists heads. He said he favored building a dismantling plant in Ukraine. General Zelentsov said the withput the figure at about 250.

The meeting Tuesday evening in Manezh Square outside the Kremdrawal actually stopped 20 days ago. He said it would be impossible lin also passed off peacefully, deto meet the July 1 deadline unless spite warnings by Yeltsin support-ers that it could end in bloodshed. the process resumed immediately. Scientists at the weapons labora-Speakers demanded that both Mr. Yeltsin and Mikhail S. Gorbachev, tory Arzamas-16 said in their statement that Ukraine did not have the the Soviet Union's last president, be brought to trial for allowing the expertise to operate a plant to dismantle weapons. They also said construction of a plant in Ukraine country to disintegrate. "We grew up under the Soviet would violate international agree-

Union, and we will continue to live ments barring the spread of techniin the Soviet Union," said Nikolai cal expertise and knowledge con-Filatov, a 59-year-old teacher.

Britain

a month.

and recover.

cach year.

month before the games.

RUN: Ethiopia's Marathon Men

Not all the runners agree with (Continued from page 1) the group-training approach, but according to Negash they have no good training program and are well disciplined. They have more disci-pline than in the United States or chaice

have group running to see the weaknesses and strengths of each Nigussie has 32 marathoners in his program. They train as a group, but each has a personal regimen worked out by Nigussie, Each rum-ner completes about 735 kilometers

Ethiopian runners. He grew up in a peasant family in the north, in a Those chosen for the Olympics

tude. Negash did not go to school until he was a teenager, and he Three times a week, they gather spent much of his youth running after cattle. After doing well in some local meets, he heard the for group training: fast intervals in the stadium, running on the roads leading out of the capital and enarmy was looking for runners and

durance training on Entoto Hill. For three days, they work on their individual programs; a cross-country run, speed work and running on grass, "to soften the muscles," Nigussie said. On Sunday, they rest Each month, the coach holds time trials, and based upon those

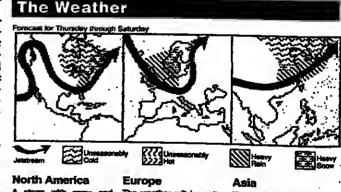
results the marathoners are sent to international competitions. The runners are allowed a month off

Those runners who have won

UNIVERSITY DEGREE BACHELORS - MASTERS - DOCTORATE For Work, Life and Academ Experience - Ne Classroom Attendence Repaired are pordering on the big time, at-tending only one international result incet a year, life is a struggle finan-cially. Abebe is sain (213) 471-8366 FAX (213) 471-5456 Call or write for information or send detailed resume for Free Evaluation Pacific Western University

he said, to reclaim his 1989 title,

Traffic was disrupted in Pittsburgh on Tuesday as a transit strike entered its second day in a dispute over pay. (AP).



A storm with anow and rain is sisted for the Atlan-tic Seaboard Thursday into Friday. Strong thunder-storme will hit the South-east Thursday. Chicago will be cold with clouds. Meinly dry weather will hold through Friday in Cali-fornia. The weather will be quite stormy across Northern Europe Thursday through Saturday. There will be frequent rain from Ireland to Scendinavia. London will have a few showers and guaty winds. Paris will be windy with rain likely each day. Thursday will be dry in To-kyo and Seoul. Rain will re-turn to southwestern Ja-pen, and Tokyo may turn, rainy Saturday. Clouds will gray Hong Kong into the weskend. Manita and Beng-kok will have lots of hot-sumathine. A sudden down-pour may wet Samanome

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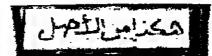
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cerning nuclear weapons.

"The federation insists that we

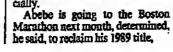
other," he said. "It is a good way of udging." Negash is fairly typical of the

village at about 3,000 meters' altiwill drop to lighter training in the

joined. Like all the star athletes in the army, Negash did not have to fight in Ethiopia's brutal civil war. After the government of Meles Zenawi took control from the Marxist roime, the army and the police the two institutions most of the

ranners belonged to — were dis-banded, although the athletes still get their pay of about \$80 a month. The runners also receive a small stipend from the federation.

prize money overseas can bring it back to Ethiopia. Negasli is now a privileged Ethiopian with a house and a car bought from his winnings; Abebe owns some small



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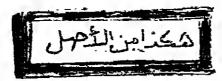
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King Hussein Gives

By Caryle Murphy

Washington Post Service CAIRO -- King Hussein and the racli arguments that Israel is not an occupying force because the West Bank is not being claimed by a chairman of the Palestine Liberation Organization, Yasser Arafat, are considering declaring a confedsovereign country. Jordan adminis-tered the West Bank from 1950 until 1988, when King Hussein cut cration between Jordan and the Isracli-occupied West Bank as a way to give impetus to the stalled Midlegal ties with the territory to signal the Palestinians that he had no dedle East peace talks, according to Palestinian, Jordanian and Egyptian sources

King Hussein discussed the idea with Secretary of State James A. way for Mr. Arafat, who has been forced to take a backseat to the West Bank Palestinians taking part in the Middle East talks, to reassert Baker 3d during his visit to Wash-ington last week, according to a senior administration official there. The U.S. official said that King his authority in the negotiations. Palestinian sources in Jerusalem Hussein had not referred to a dissaid some Palestinian leaders in the Israeli-occupied territories were cussion with Mr. Arafat, but had simply said that the idea of a consurprised to hear of the contacts federation with Palestinians was between Mr. Arafat and King Hus-

being considered. sein, and were disturbed by what The Jordanian ruler told Mr. they saw as an initiative that could Baker that a confederation might undercut their efforts to establish make it easier for the Palestinians the Palestinians as an independent, to negotiate toward interim arsovereign party separate from Jorrangements for autonomy, accord-ing to the official. But, the official added, King Hussein did not provide details.

The U.S. official said the Bush federation proposal "premature." administration's response had been that the decision about a confeder-

ation was not up to the United States, but that Washington would welcome any effort to spor the negotiations toward interim arrange-ments. Recently, the administra-tion bas been critical of the Palestinians for not focusing enough on near-term autonomy

The idea for a Jordanian-Palestinian confederation is significant in part because it is likely to revive a long-standing argument made in Israel, chiefly by members of the Labor Party, that there is a "Jorda-nian option" for resolving the Pal-estinian dispute. Yitzhak Rabin of the Labor Party is challenging Prime Minister Yitzhak Shamir in clections scheduled for June.

A Jordanian-Palestinian confederation, some Arab officials argue, would strengthen Jordan's negoti-

The Associated Press

and wounded 20 Tuesday in a knifing rampage that included an attack on a group of students. The

assailant, who wore an Arab headdress and carried

two long knives, was shot by a policeman and died

Witnesses said the students stood and watched

minutes later at a hospital, the authorities said.

as the attack began, apparently thinking the assail-

ant was involved in a stunt because Tuesday was

Purim, a Jewish holiday in which people dress up

TEL AVIV - A Palestinian killed two people

A 14-year-old girl stabbed in Tel Aviv being comforted Tuesday at a hospital.

Palestinian Kills 2 in Tel Aviv Knifing

At a press conference Monday in East Jerusalem, a member of the Palestinian delegation to the peace talks, Saeb Erekat, called the con-

the confederation proposal as a

tactical maneuver to overcome Is-

Others saw the new move as a

signs on their land.

He said that the peace talks presently were aimed at an interim agreement for Palestinian self-rule and that an initiative for a Jordanian-Palestinian confederation could be discussed only in "final-status" negotiations. These are not to begin until three years after the interim period begins.

ating hand in the peace talks by giving it a greater voice in West Bank issues.

gled with a passing Israeli taxi driver and then charged the students, who were on a holiday outing from a Tel Aviv high school. The Tel Aviv police commander. Yigal Marcus, said the assailant, bearded and about 30, was from the Gaza Strip and carried a leaflet from the Islamic fundamentalist group Hamas, which op-

poses the peace process. At least six of the wounded were youngsters. The dead were identified as Ilinat Ochana, 19, who was at a nearby garage, and Abed Jani Kharim, the

wildly on Eilat Street, a busy thoroughfare, strug-

Environmental War Heats Up But North-South Battle Lines Fail to Shift

By Marlise Simons New York Tumes Service GENEVA - As the nations of the world map a plan of action to preserve Earth's environment, their meetings have been bogged down by the old battles between the

oped countries of the South. The disputes are mirrored in thick stacks of papers, 20,000 pages

The papers form the substance

of discussions here and at the Unit-ed Nations headquarters in New York in preparation for the UN Conference on Environment and Development, scheduled for June in Rio de Janeiro, exactly 20 years after an environmental conference in Stockholm.

holm meeting, governments have come a long way in thinking, argu-ing and absorbing the notion that the planet cannot cope with indefinite abuse.

But UN organizers have expressed anguish because the meetings to prepare for Rio have revived the old clashes between rich and poor, this time in an environmental context.

A UN official who has attended most planning sessions said much of the debate was confrontational, characterizing the message from money; you are rich; we are poor." there was no debate about what

"The language emphasizes more and more the need for a new international economic order," she said.

Rio meeting will be dominated by a vate organizations, they reflect how North-South confrontation," said concern for the environment over concern for the environment over the last two decades has galvanized

wealthy, industrial countries of the North, and the poor, underdevel-

sent in by 121 governments, that are now being examined in an ele-gant villa on the outskirts of Geneva. They are lists of the world's green worries, each country's view of its most pressing environmental concerns.

UN officials sorting through the reports say that since the Stock-

developing countries as "give us The official, a European, said developing countries should do at home

At the Organization for Economic Cooperation and Development, a Paris-based organization of the 24 industrialized nations that are deeply involved in environmental planning, senior officials seem as gloomy.

"People are despairing that the

der the subpoena would be record-

Bill Long, director of environment affairs at the organization. "We boped we could forget about plac-ing blame and work on problems thousands of citizens' groups and mohilized, scientists, lawyers, economists and politicians who are together." pressing for change.

Representatives from developing Confrontation has been part of countries make light of such accusations, saying that their confron-tational postures and language are only negotiating tactics to get much-needed funds.

"For the first time in more than a decade, the developing countries have an issue where they have some real leverage," said an official from a Caribbean nation. "They had none during the debt negotiations. But they are part of the environment, so they have leverage now. And they are using it. It's their negotiating strategy.

Poorer nations, he said, see leverage because the North, the main polluter, wants them to cut emissions, stop deforesting and make other changes. But to adapt to those changes, they argue, they need funding and technology.

The reports here are being used to draft an "Earth Charter" for the Rio meeting on making develop-ment more compatible with the environment. Organizers also hope for a binding treaty to cut emis- heritage. But now developing counsions that can cause climate change tries want the convention to state and a similar treaty on the preservation of species. Since most of the reports have are no longer "to be considered as a

been prepared with the help of pri- common heritage of humankind."

preparations for the summit meet-ing since the UN resolution in 1989 calling for it attributed the planet's environmental problems to "unsus tainable production patterns" of the industrial countries. A planned treaty to protect and manage the world's tropical forests, which are vital regulators of the global climate and which harbor

most of the planet's species, has been shelved. Brazil and other countries demanded that such a treaty be extended to all forests and had the word "tropical" removed. "By extending the debate to all

forests, there was not enough time for a binding treaty," a UN official said. "The best we can hope for is a declaration to save the rain for-CSLS. Another planned high point of the meeting, a treaty to protect the world's animal and plant species, is

being fundamentally changed. In the past, nature bas always been considered part of the common that biological resources "are under a country's sovereignty" and



in costumes and play pranks. They said the attacker began slashing people Israeli-Arab who owned the garage. **Hill-Thomas Leak Inquiry Wants**

All Phone Records of 2 Reporters

"If a journalist cannot use her

to the Rules Committee and then By Helen Dewar Washington Past Service WASHINGTON - The special Senate counsel investigating leaks of Professor Anita F. Hill's charges the Senate itself, if necessary. of sexual harassment against Clarence Thomas, now a Supreme Court justice, has subpoenaed all phone records of the two journal-

telephone without fear of government surveillance." said Floyd Abrams, altorney for Mrs. Totenberg, "the First Amendment is im-periled,"

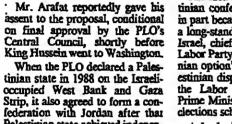
ed, "there would be no surviving records" of local calls. He added, "We will challenge them before the Senate Rules Con mittee or in the courts." The subpoenas were issued to the Chesapcake and Potomac Tele-

Palestinian state achieved independence. The latest proposal would reverse this, declaring the confeder-ation a reality even before a Palestinian state exists.



Law Firms Upgrade Ethics Committees Law firms have been apgrading their ethics committees since

the federal government fined Kaye, Scholer, Fierman, Hays & Handler 541 artifier this month



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withholding damaging informa-tion about its client, Charles H. Keating Jr., and his Lincoln Sav-ings & Loan Association of Ir-vine, California. Although agreeing to the fine, Kaye, Scholer has maintained that it is not guilty. Lincoln's failure has epitomized the savings-and-loan industry disaster. "Legal ethics is no longer some abstract, ethereal con-

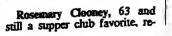
cern," Mr. Margolick writes. "It is a matter of dollars and cents, either m rising malpractice pre-miums or liability awards." Steven Gillers of New York University Law School said the new breed of ethics committee chairman was a fulltime parmer, a quantum leap over previous arrangements when a semi-re-tired partner with a single anti-

quated ethics text constituted a firm's ethics committee. Even so, few firms have anyone spending full time on ethics, Mr. Gillers said, so the process is still in its Cro-Magnon stage. He said a lawyer could not handle a

full caseload and still have the time to counsel, investigate, handle anonymous tips, teach, write, study and talk things out.

Short Takes

in New York City. petty offenders who once went unpunished because their crimes were minor are now being put to work cleaning subway platforms, pick-ing up debris in Central Park and helping out at homeless shelters. A spokesman for the Manhattan district attorney's office said the program was "appropriate for people who have jumped subway turnstiles, purchased small amounts of marijuana, been caught shoplifting" or similar offenses. Defendants who are con-victed receive a discharge on condition that they work for the city for up to 10 days without pay.



Kuwait Offers \$14,000 As Matrimonial Lure

Reuters KUWAIT - Kuwait, in an attempt to increase its tiny popula-tion, is offering young men \$14,000 each to marry. The amount, ap-proved by the Council of Ministers, is double previous sums offered to men marrying Kuwaiti women. Finance Minister Nasser Abdullah al Rodhan said in a statement published Tuesday that half the payment would be free with the rest in the form of a soft loan.

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avid Margolick of York Times reports. The firm was fined for crossing the line from advocacy to complicity by

42 years ago and never did care for the double entendres or the put-on Italian accent, even if the lyrics were by William Saroyan.

often as ever, so she still sings it. "Not to sing that song disturbs other people's memories," she said, "even if I'm not particularly fond of it." How many letters does George Bush get a week — 500, 5,000, 50,000? The president's chief of staff, Samuel Skinner, says Mr.

Bush gets 50,000 letters a week, most with constructive com-ments on "what's going on in this country and what we need to do" about the economy and other

A new year-round theme park in Kansas City, Kansas, will be based on "The Wizard of Oz" stories by L. Frank Baum and, with permission from Turner Broadcasting, the copyright owners, the 1939 film starring



KENNEDY FIANCEE — Victoria Reggie, 38, who is to marry Senator Edward M. Kennedy of Massachusetts later this year, waving as she left her Washington law office.

corded "Come On-a My House" | Jody Garland, K.C. Theme Park 42 years ago and never did care | Group Inc., a Kansas-based consortium of public and private interests, is putting up the \$300 million and Landmark Entertainment Group will design the park. It will open in 1995 or 1996. But she gets requests for it as

A TELEVISION STATEMENT AND A

After 34 years, Ed Zern has retired from writing his "Exit retired from writing his "Exit Langhing" column for the back cover of the monthly Field & Stream. Mr. Zern is 83 and has Parkinson's disease. "I shake a lot," he said, "but it keeps my wristwatch wound." The maga-zine is reprinting old columns full of off-focus philosophy and misinformation. Examples: Time is nature's way of keeping. Time is nature's way of keeping everything from happening at once. Eros, in Greek mythology.

was the god of silt, from whose name we get the word "erosion." The best place to shoot a moose is within 20 feet (6 meters) of a pickup truck Arthur Higbee

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Ask for our "Escapadas a Marbella." Tel. 34-5-2770100. Fax 34-5-2775766 ists who first reported the allegations for the two-week period before the charges were disclosed.

The action prompted strong protests from lawyers for the two re-porters. Timothy M. Phelps of the records over to the special Newsday and Nina Totenberg of counsel. Peter E. Fleming Jr., un-Newsday and Nina Totenberg of counsel, Peter E. Fleming Jr., ua-National Public Radio, who said less authority for the subpoenas is Monday that they were considering revoked, Mr. Olsen said. Both Mr. Monday that they were considering asking the Senate Rules and Ad-Olsen and Mr. Abrams said there ministration Committee or a federwas little if any precedent in law al court to block the action. The dealing with cases of this kind. subpoenas cover the journalists' Mr. Fleming, who was hired by the Senate to investigate leaks of

home telephones and those of their news organizations. confidential documents about Jus-"This is a very, very dangerous precedent," said Theodore Olsen, attorney for Mr. Phelps, who added that he would probably appeal first



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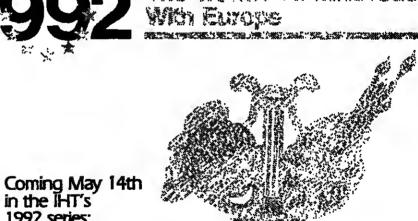
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Two years have passed since the March 18, 1990 theft of valuable art works from the Isabella Stewart Gardner Museum. Therefore, the museum is offering a \$1,000,000 reward for information leading to the successful recovery of the stolen art.

Any and all information will be kept confidential and should be directed to the museum at +1 (617) 742-6229 (10:00 a.m.-3:00 p.m. EST, Monday-Friday) or through the museum's P.O. Box #8361, Boston, MA 02114, USA.



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CHECKS: 3 Bush Cabinet Members Admit Overdrafts

(Continued from page 1)

had been held for payment. He did not give a total value of the checks had been joking publicly about the but said the largest was far bank scandal in recent days be-\$8,618.84, for a real estate settle- cause he did not imagine how it ment. The smallest was \$13.50, for a haircut at the House barber shop. "I had never had a check rea haircut at the House barber shop. Mrs. Martin said that the 16.

checks were worth \$5,125.20, and that the largest of them was \$1,350. The smallest was \$48.23. She issued a printed statement and did not respond to questions. In the state- in hopes of explaining the differment, she said one-third of the ence between bank abusers and overdrafts "were caused by those who had no inkling that they bounced checks to me from an were overdrawn. apartment rental."

The House voted last week to identify the 296 House members and 59 former members who overdrew their accounts, including 24 for more than five days, he said. whom the House ethics committee Earlier Tuesday, before Mr. Che

known, all the checks in question its, although no penalties were imjoy.

The defense secretary found himself in the uncomfortable position of defending his personal fi-hances because of the intense press mittee. and public interest in the bank affair

Mr. Cheney placed himself

sional members who knew they could get interest-free loans by

turned for insufficient funds," Mr. Cheney said.

In recent days, scores of Con-gress members have made similar admissions in their home districts, Mr. Chency said that the largest

overdrawn check he had had was for \$1,945 and the smallest for \$12. No check was covered by the bank Earlier Tuesday, before Mr. Chesays were abusing the bank system. ney's announcement, Republicans In no case were public funds in- had been gieeful about the prosvolved in the abuses, and as far as is pects of further political damage to their Democratic rivals, welcoming were eventually covered by depos- a federal prosecutor's decision to investigate the bank scandal.

posed. The issue is more one of fairness, the sense that members of constructs allow themeshas privi Congress allow themselves privi-leges their constituents do not en-announced that they, indeed, are looking," said Representative Guy Vander Jagt, Republican of Michigan and chairman of the Republi-

He said the "raw data" on the huge number of overdrawn checks raised the possibility of vinlations alongside many unwitting victims - of the bank's lax record-keeping ' system but criticized those congres-

The House ethics committee, which conducted a five-month investigation of the check-bouncing scandal, recommended the public release of the names of the 355 current and former members who wrote bad checks. In nearly all cases, the bank covered the overdrafts and the money was repaid before the hank was closed in December. The committee did not recommend individual disciplinary

action or further investigation. They "specifically did not consider it their mandate to look into any specific wrongdning," Mr. Vander Jagt said in welcoming the preliminary inquiry by a U.S. attorney, Jay Stephens.

Mr. Vander Jagt also called for the resignation of the new House sergeant-at-arms, Werner Brandt, who was appointed Thursday after the resignation of Jack Russ. The ethics committee criticized Mr. Russ for lax management of the House bank and fnr having written several bad checks of his own.

In addition to Mr. Cheney, Mr. Madigan and Mrs. Martin, former House members in the Busb cabinet are Manuel Lujan Jr., interior secretary, Republican of New Mexico, 1969-1989; Jack F. Kemp, housing secretary, Republican of New York, 1971-1988, and Edward J. Derwinski, secretary of veterans affairs. Republican of Illinois, 1959-1983. Spokesmen for Mr. Lu-

jan, Mr. Kemp and Mr. Derwinski said Tuesday that their bosses had had no overdrafts on the House bank when they were in Congress.



COMMUTE: 6.5 Hours on Road for East Germans

(Continued from page 1)

the bumpy ride. But she enjoys the work at Quelle and relishes the pay — especially the commissions the company offers to workers who exceed performance quotas.

"I have hardly any time for for being tired." housework or hobbies," said Mrs. "Trn not going Keilwerth, who had never been anywhere but Reichenbach and nearby Zwickau before the Berlin Wall fell two years ago. "I hardly see the kids any more. But I'm making good money, and the work is good. They're still firing here in the East, so I have to stay on the bus. I can probably keep this up for another year."

There are few complaints about Quelle. These people are grateful for the chance to work under conditions that few Westerners are willing to accept.

Most of the Eastern workers sleep from 9 P.M. to 1 A.M., then catch a couple more hours on the bus. A little after 5 A.M., Bus 308 arrives at Quelle's imposing plant. The gates will not open until

5:30, so the Easterners sit on the bus, sipping coffee and waiting. At 5:30, they pour into the building. reflected the lax ways of Commu-nist enterprises.

"We had to fire a great many of "We have to concentrate harder the Eastern workers at first," said to do the same work as the Wessis," another worker said, using the Heinz Roegner, director of Quelle's mickname for West Germans. small package divisinn. They "They get to sleep, so they work weren't used to the speed, some of faster, and the computers that them drank too much, and there watch us don't make any allowance was some tension between them and the Western workers. But

"I'm not going to lie, the travel we've filtered out the problems time does steal energy," said Gun- now and the East workers are just ther Haase, Quelle's personnel di-rector. "Nn one says 'Ah, the bus is Easterners continue tr Easterners continue in be found better than my bed.' But there's almost exclusively in Quelle's lownothing we can do about it. We're est-ranked jnbs, but management said it was open to promoting Ossis

not about to pay them extra for and had already begun doing so. "We must integrate them bebeing from the East." Quelle considered offering East-ern workers dormitory housing in the Nuremberg area, but Mr. cause we need them, even though Haase said Easterners "didn't want to live here."

"They preferred to go home at night," he said, "in see their children or spouse, even if it was only for an hour." (About 20,000 East Germans move to the West each month, government figures show.) At first, Quelle managers strug-

ters. gled with the adjustment problems Hasse said. "In the long run, they can't keep doing this, and we don't of Easterners whose work habits

Stephen Severa/The Associated Press Mr. Clinton trying for a strike while bowling in Waterford, Michigan, during a campaign stop.

POLITICS: U.S. Primary Winners Without a Cause

paign collapses. A smaller number of Democrats keep clinging to the into a credible national candidate.

So far, Mr. Tsongas has not manwith proving that it is hard to win a plurality of Rustbelt Democrats by advocating tax cuts for top contrib-

• One element is to label any inquiry into Mr. Clinton's veracity, As for former Governor Ed-mund G. (Jerry) Brown Jr. of Cali-nor of Arkansas as "an attack by the press."

• A second is to depict the or-deals brought on by Mr. Clinton's youthful indiscretions as characterbuilding exercises that have pre-

of Hank Williams Sr., that is, a son have the same motio as a 12-step time."

Israelis Ponder Life Without the Chief Ally Fading Hopes for U.S. Guarantee Fuel a Bitter Sense of Unfairness

By Clyde Haberman New York Times Service

JERUSALEM — Although high-level negotiations over the aid pro-posal were still under way in Washington, some senior Israeli officials and newspapers wrote what amounted to obituaries Tuesday for the \$10

and newspapers wrote what amounted to obtaines receasely for the \$10 billion in United States loan guarantees that Israel has requested. This left Israelis pondering the economic, political and diplomatic consequences, both for the country and for the Middle East peace talks, a process that some argued would not be enhanced if Israel felt it could no longer rely on its chief ally.

Anti-government critics said that Prime Minister Yitzhak Shamir had no one but himself to blame, for defying the Bush administration and making what they consider a misguided priority of Israel's right to build settlements in occupied territories. But many expressed bitterness over what they perceive as American unfairness.

The recent accusations in Washington that the Israelis surreptitiously re-exported U.S. weapons technology without United States approval have further deepened feelings among some people here that they had better think harder about going it alone from now on. Israel vigorously denies the accusations.

"The message from the United States is becoming clearer," Yoel Marcus, a columnist for Ha'aretz, wrote in a widely shared opinion. "The relations between the two countries will never be the same again, and there will be no more free lunches."

Officially, Israel has not withdrawn its bid for the loan guarantees. which it first requested a year ago to help absorb what was then a torrent but is now a much thinner stream of immigrants from the former Soviet

"Why should we make life easier for the Bush Administration?" one official said. "Let them be the ones to say no." But several top officials suggested that the sid package was all but clinically dead, a theme echoed by some newspapers. Simcha Dinitz, chairman of the Jewish Agency, the quasi-governmen-tal body responsible for immigration, told Israeli radio that there was no

longer any reason for the government to press its search for aid. All this raised questions about what Israel would do now.

Mr. Dinitz lamented the probable loss of the guarantees, calling them essential. But other officials said the country could get by without them,

even if it might have th himp in the process. With the guarantees, economists here argne, interest rates would be lower and loan terms more favorable - repayment stretched out over a much longer period, for example.

Without this help, some economists believe that the country faces rougher sledding. Fureign investors, they say, may even view it as an American vote of no-confidence, casting doubts on the wisdom of putting U.S. money in Israel.

Still, some argued against pressing panic buttons. They included Finance Minister Yitzhak Modai, who said that the country "can manage in the worst-case scenarin" and that there were alternatives to U.S. aid.

Simplifying matters somewhat for the Israelis is the fact that the immigrant flow has receded in recent months as many Jews in former Soviet territory have decided to stay put because jobs are scarce for them here. Israel may not need as much money as it originally thought.

Dollars aside, some argued that the shabby state of U.S.-Israeli relations is likely to make Israel more skittish in the peace process, which has bumped along inconclusively for five months.

AID: Bush Says No on Guarantees

(Continued from page 1)

capied territories.

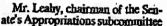
Failure to break the impasse between the White House and the key any proposal by the Congress legislators came as the Israeli defease minister, Moshe Arens, who is visiting Washington, repeated that Israel would not accept any link between the guarantees and the settlements, which he called "a

Mr. Arens told the Voice of Isra-Anticipating this, Clinton sup- ci that Israel had given up hope of

Israel conditioned on the requirebetween the guarantees and a ment that there be no new bousing construction beyond what is atready under way."

She added: "We will not accept which fails to meet this fundamenral test. It must be consistent with United States policy since f967 that settlements are an abstacle to Deace."

The proposed legislation would have exempted the first \$1 billion in loan guarantees from a halt in in loan guarantees from a nam in new settlements but made dis-bursement of the remaining \$9 bil-lion subject to terms set by Mr. Bush.



we had to get our managers used to the Saxon language," Mr. Haase said, jesting about the thick dialect bope that they can inflate the forspoken by many Easterners. In 1995, Quelle will open a plant mer senator from Massachusetts in the Eastern city of Leipzig, employing 3,000 Easterners in their own region. Quelle expects the new plant to ease the need for imported aged to convert his reputation for honesty and his civic-club economlabor at its Nuremberg headquarics into a salable mainstream campaien message. At this point, future "It can't continue like this," Mr. political scientists can credit him

(Continued from page 1) utors to the Republican National Committee. fornia, the party leadership does not have the stomach to take him

the magic is gone. If the members of the Washington Democratic eswhat they say privately, it would be this: Even with a big Clinton win in Illinois and Michigan, let's keep Paul E. Tsongas alive. There is near-universal agreement that the party has to maintain a fallback candidate in case the Clinton cam-

Showing the way, Mr. Clinton reached into his Southern trick bag in a debate Sunday night to club Mr. Brown as the candidate of "family money and \$1,500 suits." But the more telling line came when he denounced Mr. Brown as the mouthpiece for Patrick H. Cad-

of the South whose flaws are as program: One day at a time.

seriously and, as was the case with Mr. Carter in 1976, will do so only

 A third, which has emerged as in personal conduct as a prudish and ultimately disqualifying personality tic in his opponents.

Four weeks ago, no political consultant in Washington thought those lines would sell. Now they are tipping their hats to the Clinton team. But these people are realists. Now their gossip will switch to discussion of what the Republicans have on Mr. Clinton in the way of dell, the former Carter poll taker. an October Surprise. That is be-If nothing else, Mr. Clinton has cause everyone believes that the enlivened the campaign season by minute Mr. Clinton becomes the emerging as the political equivalent nominee, the Democratic Party will key element in Israel's security doc-

large and fascinating as his talents. Big margins for Mr. Clinton here and in Michigan would deepen the admiration that set in last week searchingly into President Bush's among professionals in both par-past in an effort to give their man a ties for the Clinton here at an an approximation that set in last week searchingly into President Bush's among professionals in both par-past in an effort to give their man a ties for the Clinton sup-ties for the Clinton comparison in the presence of the last and the presence of the presence of the last week searching the presence of the last and the presence of the presence of the presence of the presence of the last and the presence of the presence of

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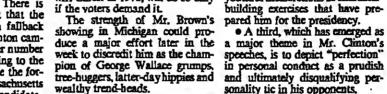
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ues for the Clinton can field on the characte three-pronged plan for damage issue. That is the kind of elevating control year it has been so far.

BOMB: Blast Destroys Embassy

(Continued from page 1) a car bomb attack," the official rubble.

The explosion reduced the central section of the embassy to a pile of concrete, wooden beams and nther debris. Rescue workers picked through the rubble with their hands, prying up boards and tossing chunks of concrete from the wreckage.

A column of thick black smoke rose about 100 meters into the air. The wounded included students at a school across the street from the embassy, radio stations reported. The explosion, heard more than the former Soviet Union. five kilometers away, also damaged

nearby church. About 100 diplomats and support personnel were working inside the embassy at the time of the blast, the police said. "All over the place there were

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people injured from shattered glass - wnmen, children, pregnant women, nld people," said Roberto Decournex, who arrived at the scene shortly after the explosion. An Israeli diplomat whn left the building shortly before the blast said: "It was the worst moment of my life. It is just by chance that I

secretary is. She must be under the

Mr. Menem blamed neo-Nazi elements and rebel groups within the army for the blast. They are Argentine Nazis who

see themselves as totally surround-ed," Mr. Menem said Uri Gordon, the head of the im-

migration department of the World Zionist Organization, and a delegation from the group had been in Buenos Aires for several days on a visit to brief the Jewish community about recent arrivals in Israel from

Argentina is bome to more than 300,000 Jews, the largest concentration of Jews in Latin America. In recent years there have been several anti-Semitic acts, including the desecration of a Jewish ceme-

In Jerusalem, the Foreign Ministry said in a statement that the Argentine foreign minister, Guido Di Tella, telephoned Foreign Min-ister David Levy, saying that to the best of his knowledge four of the dead were Argentine electric company employees working in the en-bassy. (Reuters, AP, UPI) (Reuters, AP, UPI)

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ose were ii Israeli government to accept." "There is no reason for us to

comment

on foreign operations, and Robert W. Kasten Jr., Republican of Wisconsin, the subcommittee's ranking make a new request," he added, minority member, met Tuesday with Mr. Bush in the last-ditch ef-"and we'll have to find other ways to finance the integration of immi-grants through the Jewish commufort to find an acceptable compronity around the world." mise.

Mr. Areas met with Secretary of Administration officials said Mr. State James A. Baker 3d on Tues-Baker had given them counterproday. Afterward, he called the sesposals to consider. But congressiosion a good one but had no further nal sources described these ideas as falling far short of what Mr. Leahy Prime Minister Yitzhak Shamir and Mr. Kasten are willing to ac-CEDL

vowed Tuesday not to change Isra-el's policy on settlements in the occupied West Bank and Gaza.

"If we do not change and contin-ue our political path," he said. "I have no doubt that also the stance of the other side will change over Israel has not officially with-

drawn its request, a State Depart-ment official said Tuesday. The official, Edward P. Djerejian, the undersecretary for Near Eastern and South Asian affairs, said: "I am nnt aware of any official Israeli request to withdraw from the pursuance of loan guarantees."

Israel has sought the guarantees to help cover the costs of absorbing tens of thousands of immigrants from the farmer Soviet Union. Margaret D. Tutwiler, the State Department spokeswoman, said the administration had submitted

its own detailed proposal to Congress over the weekend. She said it would "provide loan

guarantees to the government of

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These sources said the White House appeared determined to veto any legislation granting the gnarantees so long as the Shamir government does not agree to an immediate freeze on new construc-tion in the West Bank and Gaza. On Monday, Mr. Arens said his country would rather abandon its

quest for the loan guarantees than "renounce the right of Jews to live in Judea and Samaria," the biblical names for the West Bank.

Israel would "not beg or crawl for help" to absorb Russian immi-grants, Mr. Arens said, adding: "We are a small people, but we are a proud people. We shall have to do it ourselves. I know we can do it, and I know we will do it."

(AP, WP, NYT, AFP, Reuters)

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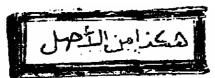
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U.S. Suspects China Aids Iran on Arms Aides Think Beijing Is Behind

By Jim Mann Las Angeles Times Service WASHINGTON - Although a

ecent inspection found no evidence of nuclear weapons research. American officials say they believe Iran is engaged in a determined, long-term effort to develop nuclear weapons with the help of technol-

ogy from China. In the last few years, China has provided Iran not only with technology similar to that used by Pres-ident Saddam Hussein of Iraq in developing nuclear weapons but also with a mini-reactor and other items useful for nuclear weapons

"I don't think the Iranians are going about it in such a brutish fashion as Saddam Hussein," one State Department official said. Their program is much more subtle and long term."

Iran now ranks, along with North Korea and the Common-wealth of Independent States, among the top concerns of Ameri-

Burmese Troops **Clash With Thai** Force at Border United Press International

wounded, the police said.

packdi, said during a visit to border

Policemen in northwestern Mae

The Mae Hong Son police chief,

Hong Son Province said the Bur-

mese retreated across the border

Colonel Prasong Yenbamrung, said in a telephone interview that

about 300 Burmese troops battling Karen guerrillas in southeast Bur-

ma crossed the border at Ban Doi

Seang, 420 miles (675 kilometers)

had been sent to repulse the incur-

northwest of Bangkok.

after the clashes on Tuesday,

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sion, Colonel Prasong said. WODID

'Subtle' Atomic Weapons Plan can officials worried about the

spread of nuclear weapons. The director of central intelligence, Robert M. Gates, testified in Congress last month that Iran was building up its special weapons ca-pability as part of a massive "effort to develop its military and defense capability." Iran is looking to Chi-na to supply missiles and nuclear

technology, he said. China contends that all of its nuclear help to Iran has been above-board and that the plants it is helping Iran develop comply with the legal safeguards of the International Atomic Energy Agency. A Chinese Foreign Ministry spokesman said in November that although China had supplied Iran with ouclear technology, it was "only for peaceful purposes." But American sources said the Bush administration recently had

urged China at "very senior levels" to stop helping Iran's nuclear pro-

"We're trying to tell the Chinese that in this case, you've got to go beyond the letter of the law," an administration official said, referring to the atomic energy agency safeguards.

From Feb. 7 to 12, four inspectors of the atomic energy agency toured six Iranian nuclear plants and found no evidence of a weapons program. The activities "were BANGKOK - Burmese forces found to be consistent with the on an offensive against ethnic repeaceful application of nuclear energy," the agency said in its report. But the report noted that its con-Tuesday, setting off a gun battle, with Thai troops that left at least clusion that Iran's purposes are peaceful was limited to the sites eight soldiers dead and three visited by the team and only for the six-day period of the visit. Ameri-

Thailand immediately warned that it would take "drastic action" can officials said the agency's reif Burmese incursions continued. port was very carefully worded and "We will not allow anyone to viodid not contradict their view that late even one square inch of our territory," the Thai interior minis-Iran has embarked on a plan to develop nuclear weapons. ter, General Issarapong Noon-

An American official said that "these courtesy visits" by the atomic energy agency "do not have the same standing as a special inspection."

In a special inspection, the agen-cy has the right to ask to see whatever nuclear plants it wants, on short notice, By contrast, the recent visit by the international team toured only sites arranged, in advance, with the government of Iran. Further, American officials said there was substantial evidence that orthwest of Bangkok. Iran was interested in techniques, About half a mile inside Thai- such as the enrichment of uranium land, the Burmese encountered a and reprocessing of plotonium, unit of about 150 Thai troops, who that are not needed for civilian nuclear purposes but are important for developing nuclear weapons.



DEADLY JAM-UP -- Some of about 80 vehicles involved in a chain collision Tuesday on a highway near Sapporo in northern Japan. Two people were killed and 37 injured in the accident.

Compiled by Our Staff From Dispatches MELBOURNE - Prime Minister Paul Keating government initiative. took a new swipe at Britain on Tuesday and renewed his push for an Australian flag free of

Australian Repeats Stab at U.K.

renewed his push for an Australian flag free of British symbols. Mr. Keating said that Australia could not in-clude the British Union Jack as part of its flag much longer if it wanted to be certain of its place in the world.

"A nation eternally uncertain about its represen-tational image is of course a nation nucertain of itself," he said.

"We can't fly two symbols of our nationhood

much longer." Australia's flag includes the Union Jack in one corner, symbolizing the role of the British monarch as Australia's titular head of state.

Mr. Keating later said that any change to the

flag would be a result of community feeling, not a

Mr. Keating repeated remarks made last month during a visit from Queen Elizabeth II, when he called for Australia to take a new independent

stance, free of historical shackles. He also renewed an attack on Britain for deserting Australia in World War II. Speaking in a radio interview, he said: "Our sacrifice in World War I for Britain was not responded or reciprocated in kind in World War II."

Mr. Keating denied that he was singling out

Britain for criticism. "My complaint is with people here," he said, "Australians who not only can't grasp the future, but can't grasp properly and sensibly the past. They do not understand enough about the past to (Reuters, AP) let that influence the future."

Chinese Daily Carries a Hint 'Blaze Trails' or Get Out, Official Press Says

Compiled by Our Staff From Dispatches BEIJING — An influential newspaper said Tuesday that offi-cials who blocked economic reform should be dismissed, a sign that a power struggle could lead to major personnel changes.

We must resolutely dismiss from their leading positions those officials who lack the spirit of blaz-Friday, the sources said. ing new trails, who are incompetent mediocre and cannot make sion will maintain China's adhernew developments," a signed artience to communism and not reach cle in Economic Daily said.

much beyond a policy statement issued last week by the Politburo, "By dismissing one person we might be able to move a group," it

Almost oothing appears in Chi-na's press by accident. Although with advance texts. signed articles lack the authority of editorials, they often are used to advance the cause of powerful interests in a dispute, in this case those of Deng Xiaoping, the senior leader, who has argued for renewed. cconor mic reform. The article appeared in advance

of the annual session of the nomi-nal legislature, the National Peoadvance texts. "We will have to wait until after the congress to see ple's Congress, at which propowhat it really means." For example, according to one nents of change were expected to

consolidate positions, sources said. advance speech text, an economic policy official, Deputy Premier Zou Jiahua, will tell delegates that Government leaders were preparing a series of strongly pro-re-form statements to deliver to the among the guiding tasks for 1992 is National People's Congress, which to "quicken the pace of reform and opens its yearly plenary session open further to the outside world." Nearly 3,000 delegates will take The principal speeches at the ses-

part in the congress session, which supposedly rules on legislative mat-ters but in fact approves policies made in advance by Communist Party leaders. More decisive action was expected at a party congress later this year.

The case for the hard-liners who But the tone of the leadership oppose more flexible economic pronouncements will be to set firmmanagement was weakened Tuesly in place the renewed commitday with the report that Li Xianment to reforms begun in January nian, an opponent of the Deng re-forms, had been hospitalized and by Mr. Deng, who initiated the program in the late 1970s. would probably not attend the ses-

reform, more and faster," said one

source who has seen some of the

"The emphasis will clearly be on

said the sources, who are familiar

sion.

(Reuters, UPI, AP)

New Malaria Strain in Cambodia Prompts Fears **Iraq Paper Assails**

Belt-Tightening

BAGHDAD — A Baghdad newspaper attacked the govern-ment for failing to control prices on Tuesday, saying Iraqis were sick of being told to tighten their belts to offset the effects of UN sanctions. In rare criticism of the government, the daily Al Iraq said it was

failing to stop a rise in black-market prices for basic commodities. "The only thing some officials do to combat price rises is to urge people to tighten their belts fur-

ther," Daoud Farhan wrote in the newspaper,

Washington Past Service WASHINGTON - A new strain of malaria that is resistant to all the standard drugs used to cure the disease has emerged in Cambodia and could spread to other parts of the tropical world, according to the World Health

By Boyce Rensberger

Organization. The fear of its spreading is especially acute, a WHO spokesman said, because the first of about 22,000 soldiers and civilians of a United Nations peacekeeping force are now entering the affected region, ocar Thailand.

The UN forces, health officials fear, could carry the new strain with them when they return to their homes all over the world. Those who return to tropical countries could carry the parasite, a one-celled protozoan, in their blood, which could then be transmitted by mosquitoes in their home countries.

The World Health Organization said about 360,000 Cambodian refugees now in Thailand were also at risk. They are expected to return to their homes in the affected region within the next few weeks.

"It's a potentially scary situation," said Dyann Wirth of Harvard University, who heads a malaria research pro-gram jointly sponsored by WHO, the World Bank and the United Nations Development Program.

Mr. Wirth said the only treatment available for people who get the oew strain of parasite is a 14-day course of quinine and the antibiotic tetracycline. Whereas the standard drugs are administered in a single dose, the multidose regimen is difficult to maintain under Third World conditions. Also, both drugs are in short supply in Cambodia.

Mr. Wirth said the new strain had emerged in a region that appears to foster malaria parasite evolution. It was there in 1959 or 1960, researchers believe, that the parasite mutated in a way that gave it resistance to chloroquine, a drug that had been used for about 20 years to cure the disease. In ensuing years, chloroquine-resistant strains of the parasite spread throughout the tropics.

Several other drugs have been developed to use where chloroquine fails, but each was eventually defeated by a strain of the parasite. Fansidar, once a highly touted combination of two drugs, lasted for only two or three years before resistance arose and began spreading. The result has been that different malaria zones around

the world have different combinations of parasite strains, including some with no resistance, some that can fend off one drug and some that are invulnerable to several drugs.

About 270 million people, most of them in Africa, have malaria and from 1 million to 2 million of them die of the disease each year.

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WEDNESDAY, MARCH 18, 1992



Israel and America

Press reports tell of official American concern that Israel has repeatedly sold sensitive American military technology to third countries without the requisite American authorization. The Israelis deny it all. If the reports are confirmed, then a new burden will have been added to a relationship that remains strong and resilient but that cannot possibly serve either country well if it continues to be so freighted. The United States, in sharing cutting-edge technology, counts on Israeli respect for American terms. Th have it nailed down that Israel traffics in American technology with China, South Africa and others would severely erode American respect for the Israeli word.

This is not the first episode, even the first recent episode, to tax American confidence in Israel. The source is clear enough. It is not, as some bitter Israeli officials and others charged, that American officials are gunning for Israel to enforce compliance with what the besieged Israeli government regards as wrongheaded American diplomacy. It is that Israel is a small dependent country living in dangerous circumstances and whose successive governments have fallen into a habit of taking American support for granted.

A month after dodging assassination dur-ing a military coup attempt, President Carlos Andrés Pérez of Venezuela still fights for

survival. He has struck back with political

reforms meant to revitalize one of Latin America's oldest democracies. The United

States, with a strong interest in his success,

can help. No economic bailouts are needed,

petitive, Venezuela had to retrench.

connected evaded a fair share of sacrifice. He

has now moved to ease pressures on the

middle class and reduce the influence of

party machines. A wider range of political

forces has been invited into the government,

This is the context of Israel's reported conduct in fuzzing restrictions on the reexport of U.S. technology - conduct said to have taken place over a long period and in the face of regular American cautions. It is no surprise that this matter surfaces as American-Israeli differences on the American-sponsored peace talks widen. Congress is in rather full support of the Bush administration's policy of conditioning housing-loan guarantees on an Israeli West Bank settlements halt. Jerusalem has chosen settlements over guarantees and is taking the issue to Israeli voters in June.

Elections are the right forum in which to set basic Israeli policy toward the United States. In power 15 years, the ruling Likud has put Israci's relations with its single pa-tron under heavy strain. Labor, the challeng-er, supports a course that is meant first of all to serve Israel's interests but that happens to be compatible with American policy. Elec-tion-bound Likud is tempted to use the peace strategy dispute, and now the technology dispute, in nationalistic challenge to Washington. Israel's friends can hope that Likud does not go far down this self-defeating road. - THE WASHINGTON POST.

and a constitutional assembly summoned.

onty with U.S. voters this year, but middle-

income countries like Venezuela are not

looking for handouts. They seek commer-

cial investments and free access for their

Foreign commitments are not a high pri-

A Joint Force For Europe

By Jim Hoagland DARIS-France and Germany have reached agreement on the shape and the missions of a European force that would eventually take over many defense tasks now performed by American troops in Europe. Hoorzy. And oh no. But more hooray this time than oh no.

Why should Americans regret Western Europe organizing its own defense and cutting the defense burden that American taxpayers bear? You would think there would be champagne corks popping in Foggy Bottom and at the Pentagon. But you would think wrong. The Atlanticist Establishment at the State

and Defense Departments believes that America's global leadership depends on the U.S. pres-ence in Europe and specifically on America's role in NATO. Whatever helps Europe turn into a unified bloc resistant to American leader-

ship causes quivering choruses of "Oh no." Normally I would join the chorus. NATO has worked too well (including during Operation Desert Storm, even though out of public view) to be discarded hastily. But the previously undis-closed French-German accord, due to be annonneed by the two countries' leaders in May, involves significant concessions by both sides that meet long-term American objectives of get-ting France more involved in NATO and secur-ing German support for multinational opera-tions outside Europe. This may be a case of America needing to take yes for an answer.

France's concession is largely a conceptual one for a force decade or more away from shouldering an important role in European defense. But, as any Francophile or Francophobe

knows, here concept is everything. French officials have agreed to German de-mands that a binational force of about 25,000 soldiers should come under the operational control of NATO headquarters in the event of war in NATO's European beardland. Bonn and Paris hope to add units from Spain, Italy and other European NATO members and build a defense cornerstone for European political unity.

The accord, described by German and French officials in separate conversations, brings French units closer to an open role in NATO than at any



OPINION

time since Charles de Gaulle withdrew France from the alliance's military command in 1966. Washington has long desired that France re-

join NATO. But Germany has adopted what turns out to be a more effective technique of terking quitt, de facto French cooperation with NATO that does not require a public reversal of President de Gaulle's decision.

The French concession is contained in the agreement for the three missions of the joint force, which will have a French division of about force, which will have a French division of about 9,000, a slightly larger German division under the orders of the American general who serves as Supreme Allied Commander in Europe, and a mixed French-German brigade. The first mis-sion is to respond to aggression against the territory of NATO's 16 member states.

French officials agreed to language in the original draft placing the joint force under the NATO command's operational control in this

contingency. Foreign Minister Roland Dumas, reflecting President François Mitterrand's continuing sensitivity over appearing to accept American demands for reintegration, struck the offending words from the draft. But German and French mission deman that the mission deman-tion that survived makes clear the French unit's

obligation to the NATO command. The second mission implies a significant change for Germany's defense role that should please American officials critical of Germany's failure to play a direct role in the Gulf War. Bonn and Paris have agreed that the joint force will be authorized to operate in areas outside the NATO treaty (such as the Gulf) or where NATO declines to intervene (as in Yugoslavia). This is a revolutionary undertaking for Ger-

many's defense leaders, who go on record with this accord as opposing the view that Germany must restrict its military role to the NATO area. Their stand should strengthen the hand of Chancellor Helmut Kohl, who has said he

chancellor Heimut Koni, who has said he wants to change the constitution to enable Germany to take part in "out of area" actions. The third mission, humanitarian assistance abroad, is likely to be far less controversial. Like Americana) Europeans are draft plan for a Pax Americana) Europeans are groping for new security frameworks beyond the Cold War. The German-French proposal could have the negative effect of encouraging a swifter drawdown of U.S. troops from Europe than either country wants or than would be prudent. But Washington could minimize the risks of new trans-Atlantic misunderstandings on this issue by according Paris and Bonn the gentless of hoonsys on the positive elements of their new agreement and holding the oh nos in reserve for the tough bargaining on defense that lies ahead. The Washington Post.

1 ÷. the Real Provide Large uting at the Truth

People's Representatives Aren't Supposed to Serve Themselves able to deliver on their end of the deal, and Mr. Robinson fell in the

Republican primary. But his cavalier attitude toward his party affiliation is only marginally worse than that of many other members of Congress, just as his check bouncing apparently exceeded the norm. Far too many of today's House members are individual entrepreneurs, in political business for themselves, and they have made the House a place which is run—like the defunct bank — for the benefit and convenience of its individual mem-

bers, not for any larger purpose. The House works a Tuesday-to-Thursday schedule, so the members can conduct constituency-building business at home four days a week. It has expanded its staff, especially in home district offices, to give its mem-bers a publicity and personal-service operation that few challengers can. match. It has spawned so many subcommittees that almost any third-term member can be called "Mr. Chairman," with extra staff and. perks, even though this undergrowth

work of legislation. And, of course, it has developed the art of individual

fund raising to epic proportions. Mr. Gingrich is right in saying that this pattern of excessive indi-vidual self-indulgence has grown under long years of one-party Democratic rule. But, as the list of bank offenders shows, the exploiters of these advantages are by no means confined to Democratic ranks. The politics of selfishness, in all its aspects, knows no partisan bounds.

goods in world markets. Washington can encourage investment by more adequately just more consistent political engagement and follow-through on existing initiatives. financing the seed money projects of the Enterprise for the Americas program. And The coup attempt revealed deep fractures it can help Venezuela reduce its dependenbehind Venezuela's democratic facade. cy on oil by successfully concluding the Uruguay Round trade negotiations. Government patronage and consumer sub-sidies financed by oil surpluses had helped build a broad consensus. When oil prices Even more important, Washington can help restore confidence in Venezuela's political stability by consistently standing be-hind the Western Hemisphere's beleafell and world markets became more comchallenges in Haiti and Venezuela make strengthening the collective security mecha-nisms of the Organization of American Mr. Pérez deserves credit for pushing through needed reforms, but the new policies alienated poor and middle-class Venezuelans who felt that the rich and the politically

States an urgent priority. Such measures cost relatively little and promise high divi-dends- Mr. Perez is taking brave risks. He deserves Washington's support, -THE NEW YORK TIMES.

One Woman in Nine

Support Venezuela

New York Times criticized the dissemination of statistics on breast cancer, suggesting that doctors misunderstand their implications and are unnecessarily frightening women. The American Cancer Society. which put out the statistics in question, has countered with a clarification renewing its plea that women take this threat seriously

and personally and then take steps toward carly detection. The figure in question -one in nine American women will develop breast cancer - create resolve, not unjustified fear. It means that over the course of a lifetime,

from birth to age 85, that fraction of the merican female population can be expect-

An article that appeared Sunday in The New York Times criticized the dissemina-example, only one woman in 90 will have had

the disease, but after 50 the risk rises rapidly. No one should be panicked by these numbers. By the age of 85, after all, everyone will have contracted a number of illnesses, and most will have died of one of them.

The message that the cancer society wants to send is not that women should be fatalistic or terrified enough to demand unnecessary drugs or, worse, preventive mastectomics. It is that while breast cancer is a very serious national health problem, it can often be successfully treated if found early. Regular mammograms - once every few years between 40 and 50, and then annually -- can be the key to survival.

By David S. Broder

C HICAGO - The House bank scandal is one of those stories that seemingly requires no explana-tion. Everybody can understand penalty-free check bouncing. That is what makes it so damning - and so

easily distorted. What is known at this point what is known at this point strongly suggests that dozens of members of Congress have taken advantage of the laxness of opera-tions at their checking-and-deposit service to float themselves large, in-terest-free loans. It is also clear that scores of others are facing embarrassment, if not worse, for sloppi-ness no more sinister than the kind of checkbook balancing errors that most of us often make.

The primary contests and the November elections will tell how shrewd America's voters are in sep-arating the sheep from the goats in this mess. Meantime, commentators are using the scandal as a metaphor for everything they dislike about Congress. Like the \$640 toi-

shorthand symbol for a Congress that is relentlessly undisciplined in far larger fiscal matters. The situation is both better and worse than it is being made to ap-pear. As scandals go, this one is

penny-ante. There was no damage to national security, no breach of the Constitution and no significant loss to the taxpayers. Yet it is futile for members of Congress to insist that this was "a private matter" that invalved na misuse of public funds and therefore should be of no con-

cern to their constituents. The bank was in the Capitol building, which both symbolically and legally belongs to the nation and all its citizens. The clowns who ran it were on the federal payroll,

supported by the taxpayers. Moreover, the operation which Speaker Thomas S. Foley belatedly shut down last year was not an anomaly. If it did not reflect the

symptomatic of a legislative branch which in far more serious ways has become dangerously overindulgent of its individual members.

That pattern nf individual selfinterest prevailing over collective re-sponsibility is what is wrong with Congress. It is the end product of a political system that in almost every way has exalted individual self-ag-grandizement over party and institutional responsibility. Tommy Robinson, the former Ar-

kansas congressman who popped up on one list as the alleged bouncer of a record 996 checks, was welcomed at the White House three years ago by President George Bush when he switched from the Democratic to the Republican Party. No one in the Republican hierarchy was under any illusions about Mr. Robinson; he was an opportunist who jumped parties in return for a promise of the Republican gubernatorial nomina-tion in 1990 against Governor Bill

Some say the answer to all this is term limits, but rotating people in and ont of office is no guarantee of higher standards — and certainly not of party and institutional re-sponsibility. Far better for the vot-ers to accept their responsibility to deal with the flagrant offenders at election time. If they do, everyone in Congress will understand that earning back public trust requires them not only to keep their checkbooks straight but also to make the House once again an effective and accountable legislative body - not a per-sonal plaything for its members.

The Washington Post.

^{The Spirit} of 92 marks

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ed to contract the disease. It does not mean that many will die of it. Indeed, while the incidence of breast cancer is rising - a fact attributed in part to increasing longevity the rate of death from this form of cancer has remained steady. There is every reason to believe that this is because early detection has led to more successful treatment.

The number has also been misunderstood as illustrating an annual risk or the unvarying risk at any particular age. It is neither. The chances of contracting breast cancer

There is no need to hype numbers or exaggerate risks to induce action, and as far as we can tell this has not been done. There should be no reluctance to accept the statistics that are solid and to act on them. Women who find themselves in that unfortunate one in nine, at whatever stage of life, are better off knowing early. With that knowledge, they are far more likely to find themselves on the affirmative side of the survival equation. -THE WASHINGTON POST.

Race and the Democrats

The issue of race has long divided American society and docs so today. Republican exploitation of the issue simply made matters worse. Yet the Democrats who aspire to the White House, with one exception, have paid little attention to race.

Bill Clinton has addressed the issue more shrewdly and boldly than his opponents, but even he focuses mainly nn cures for the sagging economy.

That is an understandable preoccupation: The economy is Topic A. But while the dangerous racial climate may not be as corrosive as the recession, it surely runs a close second. And it surely deserves far more attention than the people who aspire to lead a united nation give it.

When not wholly ignoring the issue, Re-publicans from Ronald Reagan on have often exploited it for partisan advantage. George Bush's stubborn opposition to the civil rights bill, which be faisely labeled a quota bill, is a recent case. And President Bush has hardly responded at all to the divisive fulminations of Patrick Buchanan.

Among the Democrats, Mr. Clinton was first to recognize the need for a message of conciliation that would apply equally to worried whites and blacks. On Super Tuesday, poor blacks and blue-collar white voters supported him, suggesting that Americans can transcend racial divisions and look to their mutual interests.

By contrast, race has hardly been men-tioned in Paul Tsongas's campaign. Al-

though Mr. Tsongas has long demonstrated a personal commitment to racial harmony and justice, he has chosen now to stress his program for economic growth instead. Jerry Brown also has excellent credentials as a conciliator, but he, too, has emphasized economics.

In Chicago, even Mr. Clinton seemed to dodge. The Windy City is the most segregated of America's major cities. Demographers call it "hyper-segregation." The city's dismal race relations could well become the norm across the nation. Mayor Richard M. Daley inflames matters further by promoting a redistricting plan brazenly aimed at diminishing black political power. The three Democrats waltzed through

Chicago, nblivious to the circumstances around them. Apart from Mr. Brown's brief criticism of Mayor Daley's plan, race scarcely came up at all. Mr. Clinton closed the first debate hy underscoring efforts ue had made in Michigan to bring white and black communities together. Those efforts were laudable. But his comments in the debate ignored dramatic racial divisions right before his eyes.

terribly wrong if they have decided to soft--THE NEW YORK TIMES.

The Democrats are correct to assume that the recession is topic A. But they are

pedal race. America's racial climate has deteriorated in the last 10 years. That damage will only grow worse if the Democrats shrink from the task of repairing it.

let seat which came to symbolize "institutional corruption" that the tion in 1990 against Governor Bill Chairman," with extra staff and. Pentagon waste, the check-bounc-ing story seems certain to become a Georgia, alleges, it was certainly Republican power brokers were un-of subcommittees interferes with the

By John K. Cooley



N ICOSIA - The United States and Europe should reconcile themselves to major new challenges from Tokye for central of cil and markets in the Gulf region. Japanese companies, entrenched in Iran since the late 1960s (when the late shah expressed his admiration for the

"achievements of the Japanese empire"), are also moving aggressively on the Arab side of the Gulf. Perhaps seasing the new Japanese challenge in everything from crude

oil sources to petrochemicals and car sales, the United States is trying to cash in further on its lucrative Desert Storm victory nver Iraq. The Nicosia-based Arab Press Service, which is well-informed on mat-

ters Japanese, reports that the Bush administration is trying to precupt the Japanese advances by seeking new commercial privileges for America. Old oil hands see a danger of Japa-nese-American collision in efforts by both to secure new sources of crude oil and new markets for cars, construction equipment and electronics.

Japanese and European business-men in the Middle East say this is the message conveyed by Eugene McAllis-ter, assistant secretary of state for economic and business affairs, a commercial envoy for President George Bush. "It is important," Mr. McAllister warned in Abu Dhabi on Feh. 11, "for Gulf countries to tear down the barri-

ers to investment" — including the requirement that local nationals or state firms hold at least 51 percent equity in ventures with foreigners. This is where the Japanese come in.

Ever since their entry on the stage of Gulf oil politics in 1957, two generations behind the American, British and other multinational oil gunta, the Japanese have had a simple formula for success: They have usually been willing to settle for less than their competitors.

It began, as Daniel Yergin writes in "The Prize," his epic history of oil, in the 1950s. Taro Yamashita, a Japanese entrepreneur, realized that if Japan was to end dependence on Western companies, it must enter the race for Arab oil. He gathered some of Japan's top energy and banking tycoons into a consortium, discreetly named the Arabian Oil Company. The prize was the rich offshore deposits below the Gulf, off Saudi Arabia and Kuwait. When in 1957 the Saudis demanded

more money than capital-poor Japan then could raise, the Japanese agreed to a compromise. They would take only 44 percent of the offshore field's hypothetical production. The Saudis would get 56 percent, and the right to acquire an equity stake in the compa-

ny after oil was struck, as it soon was.

American and British companies, then a single with the Italian oilman Enrico Mattei's revolutionary 50-50 formula — half for the host country, half for the oil company - experienced shock. The Japanese struck a similar deal with Kuwait. They soon drilled into one of the biggest offshore oil systems in the world.

Today Japan draws 60 to 70 percent of its imported oil from the Gulf. Close to one-fifth of it comes from offshore fields near Khafji, which Iraq tried to grab last year. Japanese planners tremble at the

possibility that Aramco, the now Arab-owned former Arabian-American Oil Company, or perhaps a Euro-

ATHENS - 1 returned last week from my third trip to Lebanon

since the civil war ended in October

1990. After 16 years of vicious war-

fare, during which even the trip from

airport to home could be a grim ad-venture, Beirui is alive with traffic

jams; taxi drivers are again bold

enough to take a visitor anywhere.

Even some Westerners, heartened by

the release of most of the hostages,

guns and artillery is gone. The silence can be eerie. Hard as it may be to

Border skirmishes between Israeli

troops and Hezbollah guerrillas have

no visible impact on the affairs of the

rest of the country. Most people

But the news is not all good. After 15 months of calm, little has been

done to crase the vestiges of war.

Foreign companies are not rushing in

to rebuild Lebanon, unlike wealthy

Few of the hundreds of thousands

of Christian, Muslim and Druze war

refugees have returned to their vil-

lages. There is no significant recon-

struction of homes, hospitals, schools

or public buildings. Communications have deteriorated. Most telephones

are useless. Electricity functions two

The roads, many still unpaved,

were ravaged by instential rains earli-

er this year. Traffic lights still don't

adventure to negotiate. Garbage is

piled up high along the Beirut-Sidon

highway and on many city streets.

the peace, the value of the Lebanese

The economy is paralyzed. Despite

imagine, the civil war is over.

The once routine rattle of machine

are daring a return.

Kuwait after its war.

to three hours a day.

or group, could take over Arabian ly Saudi Arabia, say Middle East oilmen, are determined to drive a hard bargain with the Japanese. It is disconcerting to the big Ameri-

can and European operators in refin-ing, petrochemicals and other downstream petroleum operations that the Saudis not only want the Japanese to invest \$12 billion or more in Saudi industry but also want a slice of the Japanese home market, bringing Arab nvestment, outlook and personnel into Japanese domestic industry.

Company men from Europe and Japan fear that favoritism toward the American liberators of Kuwait and

Peace and Demoralization in Lebanon

By Ramez Maluf

pound remains at around 1,100 to the

dollar. Lebanese economists like Elias Saba and Marwan Iskandar estimate

that more than 80 percent of the coun-

try's investment infrastructure is

ruined, making it next to impossible

The most serious casualty of war

may be the spirit of the people. Tradi-

tionally known for resilience amid

adversity, the Lebanese today show

frustration and despair. They have nn

money to address their problems, and

no one is coming to their aid. Leba-

nese of the diaspora have chosen to

continue living abroad — although some 300,000 did visit last summer. Folitical leaderst ip is veriously

lacking. The ministers and the newly

appointed members of parliament

are the same people who ruled the country for two decades as militia

to attract serious ventures.

defenders of the Saudi kingdom could deprive them of market shares. It could also exclude billions of dollars in 00- michan investments.

The U.S. government, one Middle East banker conjectures, would not be able to raise the \$70 billion or more needed to increase the oil production capacity of Sandi Arabia, Kuwait and other Gulf states to the extent that some of these states would like.

As a Japanese diplomat explained recently, Tokyo and others fear that the U.S. government could oblige Enropean and Japanese banks to contrib-ute to U.S.-led production raising, or face being forced off the fast commercial track in the Gulf.

will first need a dream. It is up to their

leaders to develop a vision - and

share it with the people --- of a nation

capable of moving on from a sad past

As Japanese companies look for new crude oil, natural gas and invest-

ment opportunities from Oman to the Gulf of Kuwait, American companies, especially big contaction and con-M. Parsons, are anxious to keep the huge advantage that being American, after Desert Storm, has given them Saudi Arabia and Kuwait are a

market worth close to \$70 billion to the United States. This does not count the arms sector. The U.S. Congress has been asked by the Bush administration to approve massive sales of missiles and combat aircraft to Saudi Arabia and Kuwait.

Japan, if it can tie down the soonto-expire Arabian Oil concession, could expand into the lower Gulf states: Qatar, which has one of the world's biggest natural gas fields; the United Arab Emirates, where Japan is already a big player; and Oman, relatively new territory for Tokyo.

Some old Gulf hands say that nothing would please the enterprising Jap-anese, at least those in the oil business, more than President George Bush's defeat in the November election. They reason that no one else could match to a brighter future. No one is doing this today; perhaps no one in the pre-sent leadership is capable of it. For the sake of Lebanon, this must change. the expertise that Mr. Bush, his family and his administration have in the Middle East oil business — no one except, perhaps, the Japanese.

The writer, an ABC News correspondent, is preparing a book about. America and Japan in the Middle the International Herald Tribume.

The writer was chief editor of Beirus's now defunct Daily Star. Editor in chief of the Athens-based weekly Middle East Times, he contributed this comment to East. He contributed this comment to ernational Herald Tribune.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO 1892: Dumas Art Sale

PARIE - "No! I am not selling my pictures because I have lost money on the Bourse. Nor is it on account of an infatuation for a beautiful actress. It is simply because my wife is ill, and I have resolved to take her to Marly-le-Roi, and live in my house there," Alexandre Dumas said in the hall of his Paris house. The writer has got one of the most remarkable collections of pictures in this city. It has been his pride for years and the world which knows him was astonished to hear that he determined to dispose of all his rare and dear canvases.

1917: New Russian Ruler

PETROGRAD --- The Tsar's abdication has been made definite. In a historic proclamation to the Russian people he has relinquished the Impe-rial Crown not only for himself, but he also signed away the right of succession for his son, Prince Alexis. He bequeaths the Throne to his brother,

Grand Duke Michael Alexandrovich, and implores the faithful to accord the new ruler their aid toward the vigorous prosecution of the war to final victory. Grand Duke Michael has issued a declaration announcing that he is firmly resolved to accept supreme power only through the voice of the nation, made known by the decision of a Constituent Assembly.

1942: MacArthur Hailed

MELBOURNE - [From our New York edition:] General Douglas MacArthur's arrival to assume the command in the southwest Pacific was hailed jubilantly by the Austra-lian press today [March 18] as the most important move yet by the Al-lics. "It will be regarded as the best single piece of news since the ontbreak of the Pacific war," said one editorial. "His gallant stand in the Philippines has fired the imagination of Australians, who love a fighter, and his command will be an inspiration to the fighting forces."

هكذام للثعل

leaders or their surrogates. They were instrumental in ruining the country; they are now unable to recreate it. Lebanese politicians have long tended to concentrate on regional politics at the expense of domestic

affairs. These people never had to deal with such mundane questions as paving roads, rebuilding schools and collecting taxes. Today, as parila-mentary and cabinet discussions go on endlessly and aimlessly, the country wallows in misery. Nn politician

In turn, an embittered public exyet resigned to their pathetic situation line up at embassies trying to

the Int

seems willing tn dream of building a work, making each intersection an beautiful, better Lebanon. collected in only a few areas, and has pects little from its leaders. Those not

find a way out of the country. If the Lebanese are to rebuild, they

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INTERNATIONAL HERALD TRIBUNE KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER Co-Chairmen

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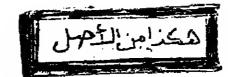
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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, MARCH 18, 1992

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OPINION

Washington's Tone on Israel Does Add Up to Conspiracy

By A. M. Rosenthal

intelligence reports that Israel had trans-ferred technology about American Pa-triot missiles to China.

At the same time the Israelis were informed that the story would break within 24 hours in the American press and television. It did.

It is difficult to say which piece of information more startled and angered

ON MY MIND

the Israelis — and American officials who think a little dirty work is well afont in Washington.

Israel issued repeated denials --- and suggestions of American spot verifica-tion. Defense Minister Moshe Arens left no loopholes in a talk with me in New York: no transfer of Patriots or Patriot technology to any nation.

A couple of days later, The Wall Street Journal said that Israel had transferred other U.S. military technology or materiel to other third parties. Again the Israelis issued denials. So many subtleties about origin of technology and weapon devices are involved that it will take time to check them all out.

Dove or hawk, Israelis say they must have an arms industry, or surrender their freedom. They say Israel cannot carry a defense industry without for-eign sales and that since much of the world market is closed by the Arab boycott they cannot eliminate other customers, like China. Perhaps --- but perhaps Israel relies too

much on arms revenue, as some of its friends believe. In any case, Israel's

Getting at the Truth

IF ISRAEL illicitly transferred U.S. arms technology to China, it not only broke faith with its major ally but perhaps put American security at risk. If, as some in Israel claim, the leaked allegations are part of a campaign to weaken the bilateral relationship, then that too

must be exposed, the sooner the better. The story about the Patriot missile is both the most serious allegation raised and the least credible. Israel for years has had a weapons relationship with China. At the same time China supplies missiles and other weapons to such enemies of Israel as Syria and Iran. For Israel to give China access to Patriot technology, which could permit China to improve the survivability of the missiles it sells to Syria and others, would be madness.

Is the story a malicious fabrication? It is vital that Washington and Jerusalem cooperate to begin providing answers. -Los Angeles Times.

N EW YORK — In Washington, the government of Israel received two States on the same day. First the Israelis were told at the State Department that the United States had ton's unswerving appeasement of Beijing is a far greater disservice to hopes for China's freedom from communism. But all that is the tip of the latest Israel-U.S. nastiness. Many Israelis are com-

vinced that there is a conspiracy in Washington against them. They are right.

But it is not the kind of government conspiracy that distant Israelis may imagine -orders from the White House to go get them. That really does not happen often in the government. It is not accessary. Most frequently, the tone of information from anonymcus government sources comes from signals, not orders - signals that an administration is hostile or favorable to some foreign

leader or country. Take Jordan. It backed Iraq in the Gulf War. But President George Bush oever seemed very mad; be was excruciatingly moderate.

So the American bureancracy never disclosed the full details of the United Nations-embargoed materiel that flowed through Jordan to Iraq during the war and ever since. Now, with the president resuming his public romance with the king, here come leaks that the supply line the United States never publicized is all over. Believers may raise their hands.

But Israel's role in the war and as an ally of the United States is forgotten or belittled. Bush-Baker attitudes toward

Israel run the gamot from icy to rude. The State and Defense departments are not staffed only with Israel-bashers. Some government hands are strong supporters. Others find fault with Israel but use their positions to work out problems before they become wounds, as they

would with any other ally. But, to face it plain, now as even before Israeli independence, there is a hard corps of officials in whom the name, the very concept, of Israel sets off an incurable rash, poor fellows. They scratch it by doing as much harm to Israel as their bosses allow. (Inside the Washington Beltway now, pro-Israel can be synonymous with anti-career for diplomats, specialists and journalists.)

The hard corps correctly interprets menths of Bush-Baker signals as meaning that emotionally and politically the U.S.-Israel alliance is tottering. They figure that with a good shove it can be sent into the grave. So, if you believe that undisclosed.

officials working harmoniously toward an undisclosed goal of damaging a particular foreign country is a conspiracy, why, there you have one.

It does not infest the whole govern-ment. And it is not a criminal conspiracy. It is just one of ethical diplomatic conduct, if you will forgive the expression. The New York Times.



LETTERS TO THE EDITOR

Making and Keeping Peace

In an otherwise excellent opinion arti-cle ("New Age for the United Nations, Members Willing," March 12, by Stephen S. Rosenfeld), with most of which I completely agree, there was a reference to poorly conceived peacekeeping mis-sions that drag on — like Cyprus ... " The Cyprus peacekeeping operation, known as UNFICYP, is generally ac-

knowledged to have performed very well under difficult circumstances. Intended in 1964 for a limited period

of time, it has lasted much longer. But this is not because it was poorly conceived. The resolution that created the force was based on a two-pronged approach: peaceteeping through UNFI-CYP, and peacemaking through UN me-diation. Only when the balanced and wise report of the UN mediator, the late Galo Plaza, was rejected by Turkey in 1965 did peacemaking fall out of step with peace-keeping, with the present unsatisfactory result and the consequent need for the

The experience is pertinent elsewhere, as in Croatia today. Unless peacemak-ing works in parallel with peacekeeping, there is the risk of indefinite prolonga-tion of the latter, with all the undesirable financial and political consequences.

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

But in Cyprus's case, this was not due to poor conception. It was due to the refusal of one party to comply with the UN mediator's findings and the unwill-ingness of the international community to ensure compliance.

ANDREAS J. JACOVIDES. Bonn.

The writer, ambassador of Cyprus to Germany, was first secretary of the Cy-prus mission to the UN in 1960-65.

The Ainu and Others

Regarding "Japan, Land of Quiet Apartheid" (Meanwhile, March 10) by George Hicks:

I strongly agree that Japanese society has a dismal attitude toward minorities. Another example, unmentiooed in your article, is the Ainu people.

Though they once lived in areas from south Sakhalin to the northern part of the Japanese mainland, they were forced in the mid-19th century to abandon their language, traditions and culture

1993 is supposed to be the year of the world's indigenous people. Let us hear the voices of the silent minorities and protest the lax enforcement of the International Covenant on Civil and Political Rights,

The Muslims of India

March 7 editioo the front-page photograph of Muslims offering prayers at a mosque in New Delhi, A country often referred to in the international media as

being mainly Hindu, India has a population of some 115 million Muslims. As a Hindu Indian, I was pleased that you chose the world-famous Jama Masjid mosque in New Delhi to signify the commencement of the holy month of Rama-RICHARD V. BADALAMENTE. dan. My appreciation to your esteemed newspaper, and best wishes to Muslims all over the world for their prayers.

> L. M. JOSHI. Rome.

Read It and Shudder

Regarding the report "Senator's A-Bomb Joke Is a Dud in Japan" (March 5):

Rarely do I read something so loath-some that I feel physically ill. Senator Hollings's "joke" had that effect on me. TIM HANSON.

Frankfurt.

A Lesson About Bashing

A few days after returning to the United States from a business trip to Japan, I walked into a bank in Seattle. Noting that the teller looked Japanese, I said "good afternoon" in Japanese. The teller replied, "I don't speak Japanese." Of course not. He was as American as f am. In fact, since f am first generation Italian-American, he could have been more American. I should have known

better. I thought I did. The point is, it is bad enough that the United States and Japan are engaged in an increasingly bitter exchange of criti-cism and racial slurs. But an even greater tragedy is for Americans to turn against Americans. Thousands of Japanese

Speak Up for the Journalists Who Fall in the Drug War

By Guillermo Martinez

M me up in the middle of the night. Bernadette Pardo, a reporter, and Carlos Corrales, a cameraman, at television station WLTV, the Miami affiliate of the Spanish-language television net-work Univision, had been the target of an assassination attempt in Medellin,

war on politicians, judges and journal-ists in the narco-terrorists' desperate effort to prevent the extradition of drug dealers to the United States.

two more victims.

slashed the tendons in her right arm. Mr. Corrales suffered a broken ankie.

Americans have not forgotten how, in World War II, they were denied their rights of citizenship and placed in detention camps. Let us not forget the lesson we should have learned.

Vienna.

Peace Through Strength

If all members of Congress under-stood this article by Edwin M. Yoder Jr., America might have a more realistic defense policy. Even pacifists know that only strength keeps peace. A crisis in the '90s could be history before we have time to mobilize.

The military also performs an invalu-able social service by training and educating many young people who would oot have a chance in civilian life. A career in the military should always be an attractive option for youth.

MARGARET G.S. LLOYD. Verplanck, New York,

Smith's Relief Pitching

Regarding "Unraveling the Mysteries of 'Police Baseball'" (Sports, March 7): For backing up your coverage of World Cup cricket with Red Smith's 1939 "explanation" of the sport, this glazed-over Yank can only say, thanks for the relief.

> DON CROTON St. Germain-en-Laye, France.

The shock of the attack soon gave way to a deep anger. This was a clear assault against the free press - an attempt to silence critics by crass intimidation, a tactic that all too often succeeds in many countries. This tactic would not work in the United States, where the vigilant news media would demand an investigation

and not rest until the culprits were

I was certain the U.S. media would take action on behalf of Ms. Pardo and

Mr. Corrales. They were American jour-nalists covering a foreign war. But hard-ly anyooe published the story or men-tioned it on the air. No journalistic

organization joined the battle. Newspa-

pers did not demand justice. The silence was deafening, maybe be-

cause these were Hispanic journalists who

work in the Spanish language, maybe be-cause the incident happened in Colombia, where more than 50 Colombian journalists

have died, and where attacks on journalists

MEANWHILE

Colombia. They had been covering the On Sept. 5, 1989, Ms. Pardo and Mr. Cortales narrowly escaped becoming

The image of a blood- and debriscovered Ms. Pardo at a demolished res-

taurant haunts me to this day. She suffered two fractured vertebrae and a broken collar bone, and flying glass

and politicians are common. The mentality seemed to be that it just couldn't happen here. But last week it did. An assassin with a gun again struck

brought to trial.

in a restaurant. The victim was another Hispanic journalist, Mañuel de Dios Unanue, the

former editor of El Diario-La Prensa. This time the crime did not take place bundreds of miles away from the United States: Mr. Dios was killed in Queens, New York — too close for American-journalists and politicians to ignore.

A free press cannot function in a chmate of fear. Journalists cannot exercisetheir constitutional right of free speech, if a well-paid assassin is in effect im-

mune to prosecution. It is not crucial whether Mr. Dios was killed by a narco-terrorist, militant anti-Castro groups or a Puerto Rican group fearing his latest investigation.

He was killed because be was a journalist and somebody did not like what he was saving.

Whether anyone agreed or disagreed with his politics and liked or disliked his professional style is irrelevant.

The U.S. media and journalism associations should demand that the killer be brought to justice. We should demand that federal officials enter the case, be-cause an attempt to intimidate the press is an attack on the constitutional guarantee of free speech and because only the government has the resources for a full investigation. Perhaps the New York Police Department's request for federal cooper-

ation will bear fruit. But if the media treat the Dios murder the way they did the assassination at-tempts in Colombia, Mr. Dios may well oot be the last journalist in the United States to die for a free press.

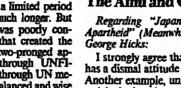
The writer is vice president for news operations at the Univision network. He contrib-uted this view to The New York Times.

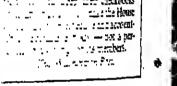
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STAGE/ENTERTAINMENT

LONDON THEATER

Lukewarm Billy Wilder 'Some Like It Hot' Turns Into Farce

By Sheridan Morley International Herald Tribune

ONDON - Tommy Steele's stage career, like his singing and dancing, has a kind of Sixpence" which made his name in the West End and on Broadway 30 years ago he has, apart from Christmas and solo shows, appeared in only three musicals at 10-year intervals. All three have not been

movies never intended for the stage: First came "Hans Christian Andersen," then "Singin' in the Rain" and now "Some Like It Hot," which New Yorkers may recall started out as a 1972 Jule Styne Broadway flop called "Sugar." What has brought it back to Lon-

don life, of a kind, at the Prince Edward, is Steele's unquenchable enthusiasm for musical movies. He directs himself and an otherwise distinctly low-key company in a gal-lop through the old Billy Wilder transvestite classic, which manages to lose all the sharp satire of the original and finish up as a broad farce about broads which has to rely on the ancient pantomime gimmick of the on-stage car chase played against a screen background of cliff-

top roads. The "Sugar" score was always among the least of Jule Styne's and Bob Merrill's achievements, and it

two numbers from such other stage flops of the period as "Breakfast at Tiffany's." But the real problem is that Steele's brand of spectacular, built around end-lessly tapping toes and that ageless Cheshire-cat grin, does not allow the kind of teamwork that Tony Curtis and Marilyn Monroe and Jack Lemmon brought to the movie.

Royce Mills in the old Joe E. Brown role as the absentminded millionaire is allowed to establish any real rivalry to the constantly stage-center star. As a result, this is a show for those who only like it lukewarm.

Trevor Nunn's return to Shakespeare, after his decade in blockbuster musicals, has been marked by a desire to work on small studio stages in drastic reconsiderations of some of the most difficult texts. After last year's chamber "Othello" with Ian McKellen and Willard White we oow get (into the Young Vic from Stratford's Other Place) a "Measure for Measure" which brilliantly locates the closet drama in its native Vienna, but at the time of Freud and the last of the operettas.

A Freudian "Measure for Measure" has of course tempted directors in the past, not least Jonathan Miller, but Nunn is the first to make it work at all

levels of Viennese society and psychology. We get oot only the consulting-rooms, as it were, where both Angelo and Isabella have to come to terms with the hust that underprins their apparent legal and religious protection, but also the street cafes and jails through which the self-exiled Duke wanders in a democratic mathematical precision. Since the "Half a attempt to take the pulse of his people at a moment of particular social and sexual change.

What Nunn best achieves here is a kind of corporate energy so that the whole production has been choreographed like a ballet, and therein lies its overall power so much revived as resuscitated from old Hollywood to force a reconsideration of Shakespeare's most consistently contemporary piece.

In a magnificent cast, Claire Skinner's Isabella, gradually com-ing to terms with her long-suppressed sexuality as David Haig's Angelo goes to pieces because of his, are matched by Philip Madoc as their psychiatric father-figure and a supporting cast rich in the kind of miniature character studies that once were the hallmark of Nunn's Stratford and are alas to be

found there no more. Having brilliantly challenged the memory of the Nacional Theatre's original Ohivier/Redgrave "Uncle Vanya" with a new staging a few weeks ago, that company now moves on to another of the original Olivier landmarks from 1963, "The Recruiting Officer." with considerably less success. Diables Human another another Nicholas Hytner's new produc-

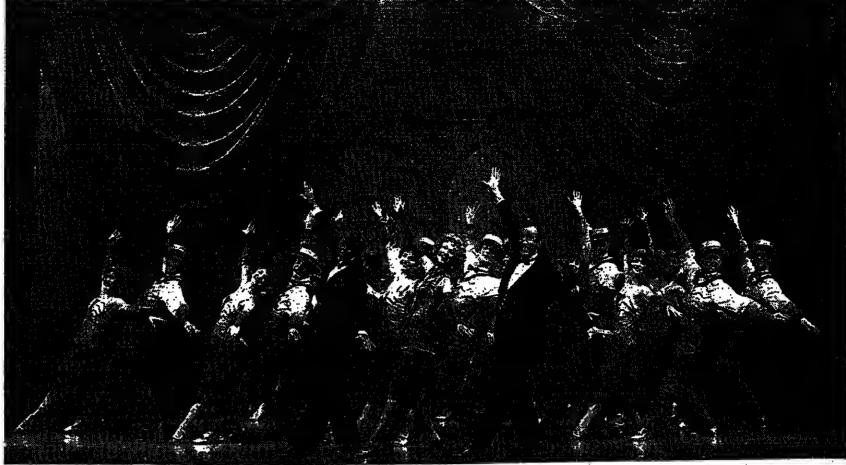
depends.

Here are no new insights into character or plot, just a kind of weary recognition that a classic Restoration comedy needs to be revived every so often and that this one has to be worked through as adequately as possible, given that the original stellar casting of Olivier, Maggie Smith and Robert Stephens cannot now be replicated. The sense of a real post-Blenheim recruiting campaign, in which lives were to be sacrificed in either warfare or wedlock, is nowhere apparent.

Nor is the feeling that Sergeant Kite's exotic cha-rade, to disguise himself as an astrologer in order to improve his chances of catching a few soldiers, harks back to what Falstaff would have done in similar

William Gaskill's 1963 production was reckoned to be the moment when the postwar British theater finally came to terms with the reality of Restoration: While it would be unfair to expect as much again of this one, some point of view would not have come amiss.

As it is, Alex Jennings and Sally Dexter are left to grab what langhs they can back from Desmond Barrit's wonderfully camp Captain Brazen and Ken Stott's rugged Sergeant Kite.



Steele directs himself in a low-key gallop through the Billy Wilder classic.

Buchwald Verdict: Studio Owes \$900,000

By Carla Hall Washington Post Service

OS ANGELES - A Los Angeles Superior Court judge has ordered Paramount Pictures to pay the hu-morist Art Buchwald \$150,000 and the producer Alain Bernheim \$750,000 for their contributions to the hit movie "Coming to America."

With that decision on Monday, Judge Harvey Schneider ended the third and final

phase of the long-running lawsuit. In the first phase the judge ruled that Paramount had indeed hased the movie on Bochwald's idea - which Bernheim took to the studio - and had oot honored a contract the studio had previously struck with the two men. In the second phase the judge ruled that the contract was unfair and said he would decide the fair market value of the two men's cootributions.

The award of \$900,000 falls far short of the approximately \$6 million the plaintiffs' attorney had suggested to the judge but is higher than what Paramount said the two should have been paid — \$250,000 (the amount specified in their original cootracts).

Buchwald, reached at his Washington treatment was the basis of the film and that home, said: "I'm delighted. We beat Para-his contract was unconscionable." mount

The trial has cost both sides far more than Buchwald played down the significance of the money. He said that right after the case went to the judge, his lawyer threw a party in Los Angeles, where bets were taken on the the financial award. The plaintiffs' attorneys estimate they have spent \$2.5 million in preparing their case. (They estimate that Para-Los Angeles, where bets were taken on the mount's attorneys have spent \$3 million, settlement. He guessed \$1 million, the col-umnist said. "So I guess I won the pool. The that side.) Although the trial has raised questions about how a movie can gross \$300 million

important thing is not the money but that we won the battle. We won every battle." worldwide but fail to show a net profit ---Buchwald said he and Bernheim had arand in fact still run a deficit (about \$9 ranged to put their awards together and pay

million), Paramount's accounting practices 40 percent to their lawyers - who have were oever on trial, just the contract of Buchwald and Bernheim. The question was always at what point Buchwald, and Bernworked on the case for three years on a contingency-fee basis - and split the remaining money evenly between themselves. heim should share in the earnings of a film That is, of course, if they ever see it. As expected, Paramount said that it intends to

that had already paid out money to its star (Eddie Murphy), its director and the studio appeal. in its role as distributor. A statement released by a Paramount

pokesman, John Scanlon, calls the judge's decision "a clear victory for Paramount and a major defeat for Buchwald and Bernheim. They asked for \$6.2 million. . . They got less than a million. Although we're pleased

tracts had they known the net-profit formula would probably yield them nothing. What effect the trial will have on contracts

* .

with Hollywood studios remains to be seen. "What the whole decision says is if in 1992. you want to give someone a part of a success-ful movie, the vehicle for that is not net profits," said the entertainment lawyer Peter Dekom. "We really ought to take a hard look at that — and get real. We are not encouraging people to be cost-conscious because we're not sharing the up side with them. There is no reason a producer or a director should keep a movie to its budget if they're a net-profit participant. Better to put as much as post into the movie to make it successful so that

their next project will pay off better." Even if writers and producers refuse to take net-profit percentages because they ex-pect them to be worthless, they may not be in position to negotiate for anything else. The economics of the movie deal are going to remain the same," said the entertainment lawyer Terry Avchen, who usually represents studios.

Bernheim signed called for them to The issue, as always, is one of clont, "Evreceive a percentage of net profits erybody doesn't want net profits," said Deand the judge wondered out with the ruling, we will appeal the judge's loud during the last day of the trial whether kom, "but only certain people have the pow-earlier decisions that Buchwald's 212-page the two would have orgotiated different con-

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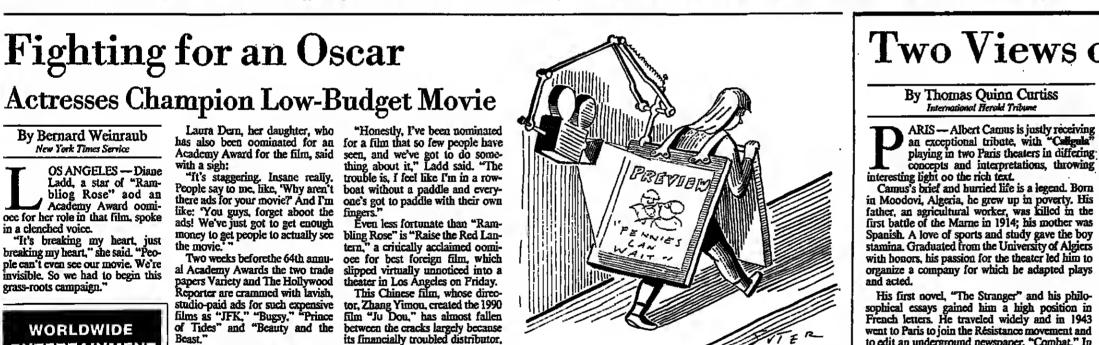
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they rejected it.

Two Views of 'Caligula' nated by his senators, who have become almost as By Thomas Quinn Curtiss crazy as him. At the Comédic Française this "absurd" drama

HE contracts that Buchwald and

has been staged as speciacle by the Egyptian film director, Youssef Chahine, who leads exotic orien-talism to its central setting, surrounded with a fringe that suggests a Cecil B. De Mille movie studio. There is a great deal of "action" and noise, belly direct and ceries bedred by Sichte of stair

Tommy Steele, Billy Boyle in "Some Like It Hot." among the least of Jule Styne's and Bob Merrill's achievements, and it has not been much helped by the addition of one or two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period two numbers from such other stage flops of the period detail on which Farquhar's comedy so crucially

* **#** 1.)

Steele's partners here, Billy Boyle and Mandy Per-ryment, seldom transcend understudy status, and only

occ for her role in that film, spoke in a clenched voice.

ple can't even see our movie. We're invisible. So we had to begin this grass-roots campaign."

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nas betro, traditional French cooling daily dishes. 190 bis, bid. Pereine.

endorsed by critics and

warmly

But "Ramhling Rose," a low-

Orion, is spending its resources promoting The Silence of the Lambs."

stirred a strong early response among audiences, has fallen victim The major studios, seeking to gather Academy Awards, which to Hollywood economics. can pay off at the box office, may spend as much as \$1.2 million, and

HE film, about a freeeven more, on ads, promotion and videocassettes mailed to members spirited 19-year-old and her impact on a Southern of the Academy of Motion Picture family in the 1930s, was Arts and Sciences, which selects the written by Calder Willingham and directed by Martha Coolidge, and it stars Robert Duvall, Lukas Haas winners.

"The key is to get academy members to see the movie," said Robert and Dern and Ladd, the first moth-G. Friedman, the president of er and daughter to receive Oscar Warner Brothers Worldwide Theatrical Advertising and Publicity. But the movie, produced by Sevwhose company is spending hunen Arts, a division of Carolco, dreds of thousands of dollars pro-moting Oliver Stoce's film "JFK" and has sent cassettes of this film to which has been on the financial precipice, disappeared after only four months because of the compathe 4,968 academy members.

oy's money drain. It played at only 200 theaters in the United States. Publicly, Hollywood studio chiefs groan about the pancity of low-budget class films. Where are they? Where's the new "Driving Miss Daisy" or "Charlots of Fire" or "A Room With a View." Or even "Boar N the Hood" But oow the film has gained two ucexpected Oscar nominations. And without the financial strength of a studio, the movie's performers and director are engaging in a rear-guard insurgency, Hollywood-Boyz N the Hood. Or is "Wayne's World" the wave

of the future? Decisions by the studios undercut their public stance. Take the case of "A Midnight

Clear," a bleak, funny drama about souad of American GIs in the waning months of World War II that has stirred considerable attentioo in previews here.

David Suter/IBT

28 Frolic

29 ---- Major

At first, studio chiefs insisted Utah, cost only \$5 million to pro-duce and \$3 million to distribute. that they adored the film, saying it was important and powerful. But Pollock, a former reporter for the Los Angeles Times and the author "Everybody said it was a lovely film," said Dale Pollock, a producof "Skywalking," a book about George Lucas, said this film had been oothing hut a struggle. "Nobody's booking us on the er of "A Midnight Clear," who struggled for six years to make the They asked me why more 'Today' show or 'Good Morning films like this aren't made. Bot they America," he said. "Johnny Carpassed on it. They said they just couldn't sell this kind of film. They son isn't inviting our actors to ap-pear. It's tough. We've tried to pocould sell 'Blame It on the Bellboy,' sition ourselves as an underdog movie that has to be discovered or 'Final Analysis.' But oot this.' Yon do whatever you can do." He laughed. "Thank God we made our deal before 'For the The low-budget movie, which will finally open in April in New York, Los Angeles and several oth-Boys' and 'Shining Through," he said. "World War II movies are

er large cioes, represents one more test of whether a serious, if somewhat downbeat, movie can survive. totally anathema now. Until the right one comes along." The movie is based on the autobiographical oovel by William Wharton and was written and directed by the actor Keith Gordon and features an ensemble cast of some of the most skilled young actors in town: Gary Sinise, Kevin Dillon, Arye Gross, Ethan Hawke, Frank Whaley and John C. McGinley. It takes place during Christmas 1944, and focuses on a squad of GIs on the snowy German front who confront a group of German soldiers who are as terrified and sick of the war as they are.

The film, which was made in

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in Moodovi, Algeria, he grew up in poverty. His father, an agricultural worker, was killed in the first battle of the Marne in 1914; his mother was Spanish. A love of sports and study gave the boy stamina. Graduated from the University of Algiers with honors, his passion for the theater led him to organize a company for which he adapted plays

His first novel, "The Stranger" and his philosophical essays gained him a high position in French letters. He traveled widely and in 1943 went to Paris to join the Résistance movement and to edit an underground newspaper, "Combat." In 1957, after the international success of his novel "The Plague," he was awarded the Nobel Prize in Literature. He died in a car crash in 1961, at 47.

"Caligula" had its premiere at the Théâtre Hebertot in 1945 with Gerard Philipe in its title role, the intellectual sensation of the season.

It tells of the young Roman emperor who, strick-en by the sudden death of his beloved sister, Drusilla, ponders the futility of existence in the Hamlet manner. His meditations on the eternal mystery lead him to consider his position of limitess powers. He is the monarch of the world, but, deranged by sorrow, he strives to control the universe, to make impossibilities come true. He yearns to possess the moon, to blend the sky and the sea and discover the secrets of the dead. As life is madness, he will rule by madness.

Having complete power, he will test it. His experiments are those of an insane sadist. He orders executions and torture without reason, to defy logic and sense. The climax comes when he strangles his mistress without cause and is assassi-

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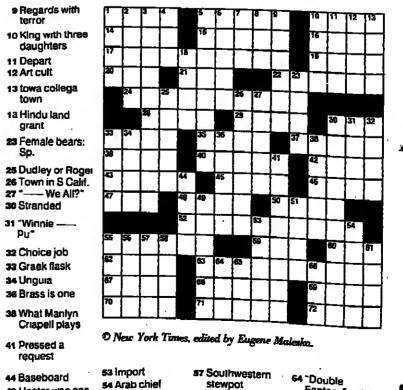
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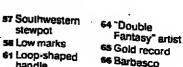
belly dances and orgies backed by flights of stairs and a huge sheet of glass resembling a New York skyscraper. The costuming defies any period. The emperor is sometimes clad as a garage attendant and sometimes in imperial robes and must, according to the script, disguise himself as the goddess Venus. Jean-Yves Dubois's Caligula is passable, but the memory of Philipe, a magic actor, as the seeker of the impossible, intrudes.

At the Theatre des Mathurins, "Caligula" is found in a modest, intimate presentation. Its scene appears to be a sculptor's atelier with busts and statues about and with the company in mostly modern dress. Emmanuel Dechartre dominates as the demented emperor and when he converses with Helcon (Jean-Paul Bazziconi), Cherea (Jacques Rosny, the director) and Scipion (Matthicu Roze). what is said comes across clearly to enlighten one of the purpose of play's lessons.

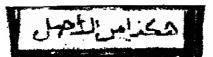
AXIM GORKY'S "Vassa Geleznova" (at the Théâtre Artistic Athé-vains) is written in the naturalistic style and has remarkable power. An indolent, alcoholic merchant who inherited a line of Volga River cargo boats has reduced his firm to near-bankruptcy. He has been arrested on a sex offense and is about to be sent to prison, a scandal that will bring down the company. His domineering wife urges him to commit suicide and he does, saving his family from disgrace and ruin. The role of the releatless woman requires a magnificent actress and one has been found in

Viviane Théophilides, who is providing one of the finest performances of the season. Gorky recast this play in 1936, injecting "social significance" to please the Soviet censors, but it maintains its dramatic strength.





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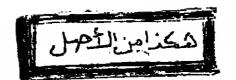
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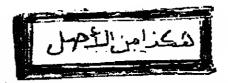
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ADVERTISING SECTION

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, MARCH 18, 1992

ADVERTISING SECTION

Page 1]

OPRIVATIZATION IN EASTERN GERMANY

Taking Stock of the Treuhandanstalt: One Agency, Many Different Roles

In the last 21 months, the Treuhandanstalt has privatized some 5,500 manufacturing and service companies and nearly 15,000 retail outlets, securing over 100 billion Deutsche marks (\$62.5 billion) in investment in Eastern Germany and guaranteeing over 1 million jobs.

The Trenhandanstalt is also one by affixing the suffix "AG" (Aktiengesellschaft) to their of Germany's largest and most innovative finance houses. Its corporate oames and to set up commercial paper program, led East Germany's citizens as their by Paul Hadrys, will raise some 30 billion DM this year and was shareholders. This was the pre-mise of a March 1, 1990 direcrecently awarded the highest honors by the International Financial Review. After surveying thousands of sites and applying hundreds of laws regulating pollution and waste cleanup, the Treuhandanstalt's specialists are in demand as environmental experts and conference leaders. The Treuhandanstalt has successfully clarified tens of thousands of restitution claims; its lawyers have helped advance the implementation of Germa-

ny's laws on property rights.

The Treuhandanstalt is active in

East European trade and East

German social security com-

pensation; it holds equity in 250

In terms of raw numbers, the

privatization of Eastern Germa-

ny is at the halfway point, but the Treuhandanstalt is actually

much further along than that. Nearly all the rest of the compa-

nies still in its care now have

comprehensible Western-style

balance sheets and have been

freed from crushing debt loads;

most have carried out environ-

mental assessment and person-

Most important, the agency can now avail itself, in the

words of its president, Birgit Breuel, of "a unique know-

how" in the privatization and

selling of its remaining compa-

Two years ago, very little was

known about privatization in

nel adjustment plans,

job-creation programs.

tive by the Modrow regime setting up a "Treuhandanstalt," or trust agency, "to administer the people's property" and to shepherd the ex-Kombinate toward the private sector. Understaffed and uncertain

markets fell apart overnight; the Treuhand came up with 25 billion DM in credit guarantees to equip the newly converted companies with working capital. These companies started out their new lives owing 70 billion DM to East Germany's central banks. To stabilize the entire East German financial system, the Treuhandanstalt assumed responsibility for the debts.

PRIVATE SECTOR, PUBLIC FIGURES

5,500 companies have been privatized.

- 1 million jobs in the private sector have been created by the Treuhand in 18 months.
- Over \$90 billion in investment has been committed to Eastern Germany.
- 700 real-estate parcels have been sold by the Treuhand for S1.1 billion.
- 80 percent of the retail sector in Eastern Germany has been sold to East Germans.
- 250 non-German companies have invested \$6.57 billion in Eastern Germany.
- 300,000 viable companies have been founded in Eastern Germany since November 1989.

how to proceed, the initial Treuhandanstalt did not get very far. On June 17, 1990, East Germany's parliament passed a law reconstituting the Treuhandanstalt. The revamped agency was entrusted with the Kombinate and VEBs, as well as the holdings of the Stasi, the East German army and a variety of other official and semiofficial organizations. All told, 40 percent of the country's surface and 50 percent of its work force was put in the Treuhand's care. The new agency was given a simple mandate: to build a private sec-

East Germany except that it tor in East Germany and secure was a desperate necessity. Evas well aware of the the livelihoods of four million

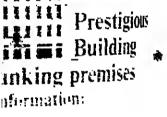
The Treuhandanstalt was supposed to sell its companies, but first it had to find out what state they were in. Factory by factory, the Treuhandanstalt saw to the cataloguing of stocks, products, acreage, staff number and customers. In the course of the Treuband's nationwide inventory, East German corpo-rate liabilities became more and more apparent: lakes of toxic chemicals, inflated staffs, managers picked for political loyalty rather than business competence and a lack of accounting and marketing skills. Potential

assets remained unknown. The Trenhand's hardest job



Once the Task Has Been Completed, Know-How Will Still Be for Sale

Birgit Breuel, 54, was elected to Hamburg's city-state parliament in 1970. In 1978 she was named minister for economic affairs and transport of the state of Lower Saxony. From 1986 to 1990, she served as the state's finance minister. Mrs. Breuel has been a member of the executive board of Treuhandanstalt since October 1990 and president since April 13, 1991. Here she discusses the agency's task. There was a striking accelera-tion in the number of compa-nies being privatized in 1991. Is to found a consulting company targeted at privatization ques-tions and Eastern Europe. The Two years ago, the Treuhand was still in the planning stages. Two years from now, if the present rate of privatization is maintained, the vast majority of this a reflection of an underlynew company will be an inde-pendent private-sector enrity. ing change in policy? its work will already be com-pleted. Where is the Treuhand Privatizatioo has been coming It is directly related to our along so well that quite a few of iocreasingly sophisticated DOW? our staff members will be conknowledge about the privatiza-In terms of privatization, at the halfway point. We've privacluding their activities at Treution process - and what was to hand this year. The oew compabe privatized. After all, when we tized some 5,500 companies; we ny will be a place where they started out with privatization, are still administering 5,800



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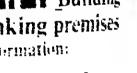
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A SALE

INTERNATION BUNINEN OPPORTINTIE

prohibitive economic and environmental inefficiency of the country's 270 Kombinate (vertically integrated public-sector holding companies) and 8,000 VEBs (individual economie units); no one knew even where

to begin with the transformation process. One wonderfully simple idea was to transform the Kombinate into joint-stock companies

people. On July 3, 1990, the Treuhand's new managing board was ceremoniously convened for the first time. It was the last peaceful moment the agency

was to know for some time. The Treuhandanstalt was supposed to privatize some 8,000 companies, but first it had

to keep them in business. The all-important East European

was to find personnel to handle all of these tasks. Agency policy is to recruit East German staff members; finding candidates free of past political entangle-ments and blessed with innate business sense has been a long and not always easy process. West Germans are, as a rule, highly immobile. The pioneer-

Continued on page 12

others. We've been adhering to a very rapid pace, and for a very good reason. We believe that the people working at our companies have the right to know what the future holds for them, who their ultimate employers will be. The way we've been able to achieve this speed is by using a wide range of restructur-ing methods, including management buyouts or management participation models. Our goal

What we have to share is our new expertise'

is to conclude this aspect of our operations within two, three or perhaps four years.

Looking back over the past two years, what has the Treuhand learned about how to implement a privatization program?

One area that provided us with a good dose of "education" was the real-estate question. At the beginning, we weren't completely aware of how large our companies' property holdings were. We had to learn that potential buyers could display a great interest in taking over a company, while in reality only being interested in the company's real estate. Once we realized what was afoot, we quickly passed new laws and separated out nonessential [to the companics operations] real estate from the companies themselves. We wrote performance guarantees into our contracts with buyers and made sure they were adhered to.

we didn't know what exactly we were respoosible for. There weren't even any reliable lists of the thousands of companies we were entrusted with. As far as property goes, we're still busy surveying and registering it. Throughout the initial phase, we formulated our basic operating policy: our companies' future - and that of their em-

consigned to the private sector. Our privatization know-how may very well be unique. We can now avail ourselves of everything from staodardized contracts to the services of adjusters, tax advisers and management consultants. They have all become privatization spe-cialists in their respective fields. These specialists have learned with us and learned from us.

ployees --- would be better

Are there aspects of this development process that could be applied to other countries?

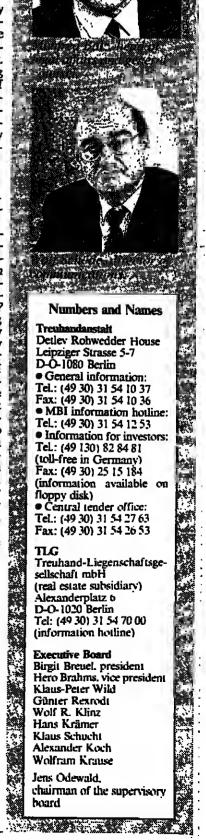
In the sense of a finished product that could be transferred as a whole to another country, no. Our operating parameters - Germany's legal system and its hard currency ---are unique. What we do have to share is our new expertise, and that's precisely what we're doing. We will hold a conference on privatization in Berlin at the end of March. We've invited experts and governmental representatives from the various East European countries to at-tend. We've told them: "Here are our books, take a look at expertise. This is something that them and see if there's anything is also true of the Treuhand's that could be of use to you." own staff. Quite a few non-Ger-Furthermore, we have decided mans are working at Treuhand.

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. Support for the section was provided by the Treuhandanstalt as well as by the display advertiser. It was written by Terry Swartzberg, a business journalist based in Munich.

30% of applications are from outside Germany

can continue to use their expertise.

At last count, some 250 non-German companies had invested more than 10.5 billion Deutsche marks [\$6.57 billion] in Eastern Germany. What patterns can you discern in international investment in the region? Let me first say something about those figures. They only include direct investment by non-German companies. For instance, investment by IBM Germany would oot be included in that figure, oor would the Opel [a GM subsidiary] project in Eisenach. Secondly, international investment took longer to develop because we weren't in the position to do much marketing abroad at the outset, for a very simple reason: we didn't know what we were selling. Our international marketing really began in April and May 1991. West German companies had traditionally been active in the East, and they therefore had their own sources of information and knew what they wanted to acquire. Today, 30 percent of all applications for our weekly tenders come from outside Germany. We are interested in securing international investment for the exchange of capital, but also because we need the investor's know-how and

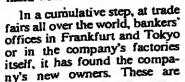


How the Transformation Works, or Four Ways Into the Private Sector

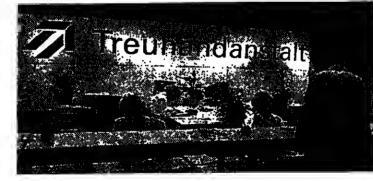
It happens some two dozen times a day. A company goes from the public to the private sector, from the Treuhand's stewardship to corporate or individual ownership. If the owners are new to the company, the transaction is termed "privatization"; when the company is going back to its original owners, it is called "reprivatization."

Most companies have a centu-ry-old industrial tradition that includes 40 years as part of a VEB (Volkseigener Betrieb, single economic unit) or Kombinat (vertically integrated public sector holding), and two years as a Treuhandanstalt trustee.

During the two years, the Treuhandanstalt has reconfigured the company into an independent, coherent business, audited its assets and liabilities surveyed its land and helped it set up its corporate accounts. The Treuhand has also clarified restitution claims in numerous cases and freed the company from the crushing debts the earlier regime inflicted on its individual ecocomic units. Moreover, it has provided the incipient company with working capital, first in the form of liquidity credit and then as loans guaranteed by the Treu-hand with outside banks.



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"They face the same difficuldrawn from four main sources. ties as any other newly founded Frequently, the new owners are the company's executives. In a management buyout, the new entrepreneurs tend as a matter of course and of Treu-hand policy to be East German. Their companies are generally small — more than 50 percent of the 900 MBOs already set up have less than 20 employees stand." and are in the construction, ser-

vice, machine building and specialty engineering sectors. Venture capital funds and publicand private-sector holding companies are the new entrepreneurs' partners and providers of capital.

company," says Treuhand President Birgit Breuel, describing the often difficult rite of pas-sage for the MBOs. Those that succeed in mastering their markets will form, in the words of Hero Brahms, vice president: "Eastern Germany's Mittel-West Germans have long

held in high regard the innovative, adaptive powers of the Mittelstand, the squadrons of small and medium-sized companies strategically clustered in

Continued on page 13

Treuhandanstalt



ADVERTISING SECTION

For Foreign Investors, A New Playing Field

It was a modest announcement that barely made January's financial pages in Germany and Britain: "English water company takes over Halle's UTAG." Neither the size of the purchase — a guaranteed investment of 16 million Deutsche marks (\$10 million) - nor its sector (water supply and sewage system engineering) lent itself to frontpage headlines.

Bigger and, at first glance, much more important international trans-actions were occurring at the same time. A consortium led by France's Elf Aquitaine had launched a suc-cessful 5 billion Deutsche mark bid for a package of Eastern Germany's refineries and gas stations, the sec-ond-largest single investment in the former Communist country. After a hard-fought battle, Italy's Riva group had secured control of the Hennigsdorf steel-manufacturing facilities in Brandenhurg. Another French-led consortium was planning to turn DEFA, Germany's onetime "Hollywood in Berlin," into a "Me-dia City Babelsberg" complete with

In investment and jobs guaranteed, France leads

a Film Studio Theme Park, broadcast facilities and luxury apartments. But Thames Water PLC's acquisi-

tion of Eastern Germany's largest environmental services company (whose full name is Mitteldeutsche Wasser- und Umwelttechnik AG), like those of Générale des Eaux, Lyonnaise des Eaux-Dumez and Bonneville Pacific, a Salt Lake City power company now huilding a plant to supply the East German city of Frankfurt an der Oder with electricity on an operator-lease arrangement, have a greater underlying importance. A good portion of Eastern Germany's "public goods" — its wa-ter, electricity, waste disposal and possibly even its railroads — will be provided hy non-Germans and fi-nanced through innovative publicand private-sector partnerships.

The foreign presence in this field ranges from the massive and predict-able — a 1.8 billion DM business park and leisure-time facility being built by Horsham, a Canadian realestate developer in the state of Bran-denburg — to the unusual and in-triguing: a Swiss corset, company,. Egli & Co., bought an East German counterpart, Format Miederwaren GmbH. As one might expect, France leads in both investment rankings (jobs guaranteed and total amount), with Switzerland, Britain, Italy, Austria and the United States also plac-Foreign investment is growing rapidly. Some 8.5 billion DM was invested in the East hy non-Germans in 1991, a doubling of the previous year's figure. This year's total is set to break last year's record by carly summer, taking total non-German own-

ership in Eastern Germany, includ-

ing direct investment and that done

through Western Germany-based subsidiaries, to about one-quarter of total investment. The final, cumulative effect: an East German economic landscape populated by a wide variety of "fusion" companies: Brit-ish capital funds financing Dresdenmanaged construction companies, West German and Swedish managers working with East German brewers and American beverage compa-nies setting up East German-owned franchisees.

The causes of this synthesis, ac-cording to Wolf Schöde, director of press and communications at Treuhand, are both practical and psychological. "The Treuhand is employing an Anglo-Saxon type pragmatism: Try it, and if it works, do it again," says Mr. Schöde. "There's an open, 'Go East'-type mentality investors feel comfortable with." Hero Brahms, vice president of Treuhand's executive board, endorses this view, seeing a "psychological match" between such "creative privatization programs" as management buy-ins and forward-looking finance houses and consultants in London and New York. These include Goldman Sachs and Price Waterhouse, which have been busy facilitating Treuhand's international marketing activities, and County NatWest Wood Mackenzie, which has set up such venture capital funds as the East German Investment Trust.

Conveying this influx of invest-ment to Erfurt, Cotthus and Rostock is a "chain of awareness." It starts with the ubiquitous "Treuhandan-stalt: Tender for the sale of..." weekly advertisements. These staples of the world's major newspapers give potential investors an initial briefing on some three-dozen companies be-ing offered to the highest bidder. The The real-estate mess: 90 restitution claims per property in East Berlin!" reads the first headline, "Returns of Treuhand has set up offices in 20 leading financial centers. At these up to 110 percent per year from East German real estate!" reads the sec-ond. And the third: "In five years: an offices, investors are given further, more detailed information on indi-vidual propertiestand on the ins and outs of successful privatization bids. Then comes the salesmanship phase. oversupply of real estate in the Which of these statements is true? This can occur on the investor's home ground in the form of a delega-tion of top Treuhand officials (Birgit "All of them," says Günter Him-stedt, head of TLG (Liegenschaftsgesellschaft der Treuhandanstalt Breuel's sales skills recently won her an accolade in the British press for being a "highly capable arm-twist-24,300 land parcels remain to be sold er") or can take place on-site in one of the Treuhandanstalt's 15 adminismhH), the Treuhandanstalt's realtrative regions or at central headestate subsidiary, which was founded quarters in Berlin. a year ago. The upshot? The percentage of For historians, lawyers or parties to litigation, the fact that over I million restitution claims have been filed for property in Eastern Germany is of more than academic interest. For investors with an encyclopedic knowledge of tax laws and ironclad nerve endings, Dresden and East Berlin are musts on their East German business itineraries. In order to understand how a glut will probably develop out of a legal morass, it is first necessary to look at the history of privatization in the East. Each wave of privatization has yielded a rationed — and appreciable - supply of real estate in Eastern Germany. The first was the result of "recommunalization," the Treuhand's return of property to the municipalities and regions from which it had been confiscated by the East German government. Many of these properties, including the ones that have never passed out of local control - became the listings in the "little red books," the ample realestate catalogues published by each state government. Some 5,500 companies have been privatized in Eastern Germany. With restitution, environment and deht claims clarified, each of these companies can to a varying degree be a factor on the real-estate market. Collectively, these companies constitute the second wave. Depending on ينعث the length and stipulations of its agreement with Treuhand, the new company's management can sell or lease part of its land or offer its real estate in a package with its facilities and services. This last variation, often designated as a "technology park," is popular in Eastern Germany's microelectronics industry. Like their more established counterparts in the West. electronics producers in Jena, Sommerda and Dresden have been struggling with the "cost scissors": rapidly dropping unit prices on the one hand, rapidly rising need for investment capital on the other. With modern facilities and skilled personnel to go along with central locations, the producers have had a measure of success in attracting Western investors.

In Search of Realism In the Real-Estate Market

Judging by three German business magazine headlines, East German property is either a bureaucratic nightmare, a gold mine or a long-term loser.

these privatized companies' suit. It set up the TLG and authorized it to market all "property not essential for corporate operations," the millions of hectares of commercial land as-signed to the individual Treuhand companies but not used in their current operations.

To date, according to a TLG spokesperson, some 700 parcels have been sold at a price of nearly 1.8 billion Deutsche marks (\$1.1 billion). The purchasers have committed themselves to investing another 12.5 billion DM and to employing some 77,000 people.

Investment from outside Germany is providing crucial support. With the help of a French consortium, a new Galeries Lafayette department store (above) will open in Berlin. Below, building railway cars in Saxony for the Polish railroad.



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ADVERTISING

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These figures are notat the East Contrain Wide S million - th a ther Prostine ornge ter AT LESS CETTING part what they say Treatures citoris NET OUT OF TESTERS. le October (430) whe haband was given its fu Hane manualt in prival

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non-German responses to the weekly Treuhand tender offers has risen to nearly one-third of the total.



Turbines being produced and repaired in a factory outside Berlin.

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Then came the third wave. A year ago, the Treuhand decided to follow But this is nothing compared to what is coming. There are reportedly 24,300 more parcels to be sold, mcluding vast tracts once occupied by the Stasi and the East German army, once the restitution claims have been cleared.

This is where Paragraph 3a comes in. This piece of legislative common sense was passed a year ago. According to Manfred Balz, the Treuhand's general counsel, this clause in the general law on claims for the restitution of property stipulates that a sale to a prospective outside investor can be carried out if it can be shown that the sale will result in greater general economic benefits than the return of the property in question to the original owner would produce.

To date, more than 150 Paragraph 3a decisions have been upheld by courts of law, and hundreds more have taken effect without being contested. But it is not so much the number of Paragraph 3a decisions that makes the clause such a powerful weapon, but the simple fact that it exists, and that litigators know that it can be brought to bear. More important, the idea that restitution, like any right in a democratic society, should be delineated by the common good is providing the overwrought East German real-estate market with a badly needed dose of realism.

As the years go by and the legal costs mount, restitution claims will turn into a sideshow, a compendium of petty wars of legal attrition, with little relevance to the full-fledged East German property market.

This is built into the timing of the disinvestment provisions contained in the Treuhand's contracts with investors, investors are generally compelled to retain their new company's assets, including real estate, for a certain period of time, generally five to seven years. Asset sales can only take place within certain limits.

In three years, the first companies privatized by the Treuhand will be able to dispose of their assets as they see fit. Observers expect an immediate leap in the amount of real estate on the market, driving down often inflated property prices and allowing the Treuhand, which is bound to offer its property to both prospective investors and restitution claimants at fair market value, to lower its realestate tariffs.

Treuhand Stock-Taking

Continued from page 11

ing era of the Wirtschaftswunder of the 1950s is long gone. In its place is a society that abhors the unpleasant and unforesecable. Two years ago, East Germany had plenty of both, a strong disincentive for managers who had methodically built their careers on handling "doable" challenges.

Nevertheless, the Treuhandanstalt, by appealing to both patriotic

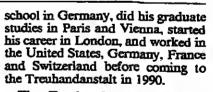
Year Three has gotten off to an auspicious start

and pecuniary instincts, managed to assemble a corps of 5,000 veteran Western "company doctors" to head its 15 regional offices and East Berlin headquarters.

Guiding the Treuhandanstalt through its learning year was the leader of this unprecedented "management transfer," Detlev Rohwed-der. Mr. Rohwedder, who had successfully handled one of West Germany's major corporate rescues - that of Dortmund's Hoesch AG - first served as the agency's managing board chairman. In August 1990, he assumed the position of president of the executive board. Mr. Rohwedder was assassinated by terrorists on April 1, 1991. He was succeeded by Birgit Breuel, a Treuhand director who had helped implement Mr. Rohwedder's policy of rapid privatization.

The Treuhandanstalt hustles along at a pace untypical of German official life. One reason may be the nonstop soate of late-breaking events emanating from a society in transition. Another could be a reflection of its directors' international, "let's get it done now" orientation.

Take Wolf R. Klinz, the director responsible for rescuing Eastern Germany's electronics industry. Mr. Klinz was born in Vienna, went to



The Treubandanstalt's accomplishments become even more remarkable considering the time span involved. It was only in the second year of operations that internal infrastructure - adequate staffing, telephones, computer facilities was finally brought up to normal standards. For all intents and purposes, the agency's international out-reach is only 18 months old.

Moreover, the Treubandanstalt is an integral part of a society that is itself going through a wrenching modernization. The agency's partners — the state and city govern-ments and their business develop-ment agencies — are four months younger than the Treuhandanstalt. East German courts have been strug-gling with both staffing problems and floods of cases.

Year Three has gotten off to an auspicious start, with major sales in the chemical and steel-manufacturing sectors. Year Four should feature the last major privatization push. By the end of 1995, the "operative phase" (in the words of Birgit Breuel) in the life of the Treuhandanstalt may well be over.

Many of the agency's 3,800 staff members will no doubt take their myriad skills to Eastern Germany's private sector to help the 11,000 new companies through the difficult consolidation and growth phases.

For others, the task will continue. With the Treuhand still a party to hundreds of thousands of lawsuits, Manfred Balz, the Treuhand's general counsel, and his staff have generations of work ahead.

"I don't suppose I'll be there to see it, but it will definitely be a lawyer who will turn off the lights at Treuhand," says Mr. Balz.

Continued from page 11 a high-tech manufacture

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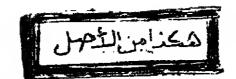
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The emerging fulst Germania abunal Mittelstand consists fulse managers, briefed in buten style managers, briefed in tom sive marketing and tomus and their compares at its retail counterpart is Ne m of 14.50 Textaurantes Ba putters themas and tour Richter Othernas and scale pivalized and sold (in \$0 the of cases in East Ger-

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ADVERTISING SECTION

ADVERTISING SECTION

In Order to Create More Jobs, First Create the Employers

In its first year and a half of full operation, the Treuhandanstalt has created 1 million jobs in the private sector. "Greenfield" investments of 30 billion Deutsche marks (\$18.75 billion) by the private sector in Eastern Germany produced another 400,000 jobs. Some 750,000 East Germans are reported to be gainfully self-employed.

only for their raw size - after tech industries. all, the East German work force itself out of business.

islative mandate to privatize the

New companies soon started adding staff

East German economy, half of the region's workers were employed in the agency's companics. Today, with privatization in an advanced stage, the figure is 22 percent and falling.

The unemployment figure for Eastern Germany, on the other hand, has been rising rapidly. This closely watched figure masks the fundamental change in East German employment.

According to a recent study by the authoritative financial daily Handelsblatt, total unemployment and underemployment (including people partici-pating in further training and job-creation programs) has de-clined by 300,000 since July 1991. This trend reflects the first workings of the famed multiplier effect,

Unemployment is up because nominal employment programs are being phased out. De facto unemployment is actually down a third since March 1991, when it crested at nearly 3 million.

There are now some 6,000 industrial, 14,800 retail and perhaps 300,000 trade and servicebased new companies in East-ern Germany. These soon started adding on staff. Studies have quantified this multiplica-tion factor at various_levels: from 2.5 jobs for every additional person employed by large-scale manufacturing companies to three for small service

These figures are notable not companies to seven in the high-The multiplier effect, of is 8 million strong -- but also course, does not make its presfor their possible long-term im- ence felt overnight. Even in topact on the East German econ- day's Eastern Germany, it takes omy and what they say about more than a year to pian and the Treuhand's efforts to sell construct a factory and months

to build up a core of customers. In October 1990, when the The lag between German unity Freuhand was given its full leg- and a turn in the tide of underemployment was nine months; this year's several-thousand-

strong crop of new companies and facilities could be making their contribution by the beginning of 1993.

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The biggest variable is the multiplier effect associated with public-sector investment. Some

78 billion DM, or over 40 per cent of Eastern Germany's 1991 GDP, was devoted to improving the area's roads, telephone lines and "human resources" a regional and national record. Exactly when the return on this investment will be felt by both employers and employees is unknown. But one immediate effect can be reported. According to a late-February survey by Munich's authoritative Institut für Wirtschaftsforschung, a majority of East German industrial enterprises view the future with confidence, a sentiment only a declining percentage of West German companies was willing to avow.





Commerzbank has channelled considerable resources into building up an extensive branch network in eastern

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Four Ways Into the Private Sector

Continued from page 11

nominally huge, unified entities, were in fact agglomerations of often highly independent units, each staffed by managers gifted at coping with the dictates of a centrally planned economy. East Germany's leading position in the East bloc stemmed directly from the skills of these managers in improvising solu-

Further, despite all the upheaval and uprooting in Eastern Germany over the last half century, there was remarkable staff continuity in the companies lo-cated in Zwickau, Jena, Leipzig and the other great industrial cities in the East.

tions.

The emerging East German industrial Mittelstand consists of these managers, briefed in Western-style marketing and accounting, and their companics. Its retail counterpart is made up of 14,800 restaurants, retail outlets, cinemas and tourist facilities, once state-owned, now privatized and sold (in 80 percent of cases) to East Germans.

Some 500,000 companics have been founded in Eastern Germany since November 1989. The incredible profusion of short-lived video rental shops and fast-food restaurants has abated, leaving an estimated 300,000 viable commercial entities. These are primarily in the skilled trades and professions including everything from plumbing and electrical installation companies to auditorium acoustic experts and organturners to cosmeticians and driving schools -- and they form another pillar of Eastern Germany's new economy.

In other cases, executives from other companies perform a management buy-in. "It's what I would have liked to do myself, be part of an 'MBI' in the machine building sector," says Hero Brahms. "It's an area I know, and an area which, if given the proper direction, will definitely be a success."

nies with fewer than 250 em- ports and ports.

ployees yet to be privatized. Mr. Brahms lists the companies' asthe high-tech manufacturing sets: "Capital stock now apand services sector. Not that East Germany did not have a kind of Mittelstand of its own. The Kombinate, markets and knowledge of how to open them up."

Recruited through a nationwide headhunting campaign that featured advertisements splashed across Germany's financial pages, the ex-managers and new proprietors "buy into"

Treuhand stewardship

serves to pave the way

single companies, investing their experience, time and a limited amount of capital.

Mr. Brahms expects an immediate, demonstrable gain from this synergy of Western management and Eastern industry. "By taking a few simple steps," he says, "it's entirely possible to take an East German company from 30 percent of potential to 70 percent, and going from 30 percent to 70 percent is a great deal easier than what is expected from a 'company doctor' in the West: taking a company from 90 percent to 95 percent."

In March, the first "Management KG" was launched. This two-level, two-step construction adapts the principals of an MBO to a larger scale.

In this limited partnership, top managers are entrusted with a portfolio of major companies, each with more than 500 employees. The managers' job is to restructure individual compa-nies to the point where they can be privatized, perhaps in the form of an MBO or MBI. Their reward is a share in the privatization proceeds and in subsequent gains from possible stock-market flotations.

Another option for ownership is, of course, the state. State ownership is nothing new to the Staatliche Porzellan-Manufaktur Meissen GmbH. It was founded in 1710 by the electorate of Saxony. Since 1990, it has been owned by the state of Saxony, which also has equity There are 3,500 small compa- stakes in some companies, air-

After the completion of the "recommunalization" program and drawing on Western models, East German states and communities are now the ultimate owners of transport authorities, business parks and regional development associates. These, in turn, often have considerable industrial and real-estate holdings.

Public-sector ownership is particularly crucial and controversial when it is used to maintain entire sectors whose strategic and regional importance over the long run is deemed to outweigh sbort-term profit and loss accounting. In Eastern Germany's case, these are the microelectronics, shipbuilding and coal-mining industries.

Then there is the straight takeover. The vast majority of Treuhandanstalt privatizations involve a very direct procedure. A Western company acquires an East German company from the Treuhandanstalt for an agreed-upon price.

But that price, as Manfred Balz, general counsel for the Treuhand, explains, is not only denominated in the marks and pfennigs transferred to the Treuhand's bank accounts, but in other factors, which he cites as the amount of money investors are willing to commit to maintaining the company and improving its capital stock and products, the number of jobs guaranteed and the nature of planned activities.

Afterwards, to discourage "disinvestment" by get-rich-quick speculators, the Treubandanstalt monitors the new owners' adherence to the promises they made.

"More of a marriage than a simple transaction" is how a West German businessman described his recent takeover of an East German company. The willingness of Western companies to enter into long-term business relationships has both upfront and downstream rewards. The immediate benefit is the opportunity to acquire prime assets on advantageous terms. A continuing benefit is the wide range of credits, grants and other sources of finance available.

Germany. Our strategy of establishing a comprehensive independent presence in the new German states has proved successful.

There are more than 80 Commerzbank branches operating in the former East Germany. By the end of this year, their number will have risen to between 120 and 130.

Through its active involvement in eastern Germany, Commerzbank can help its domestic and international clients profit from the new opportunities in this market.

We are particularly proud that we opted to go our own way. Building on our experience, know-how and extensive human resources, we made a fresh start in eastern Germany. Yet it was also a return to our old roots: prior to the 1940s, Commerzbank maintained more than 160 branches in this region.

Commerzbank is ideally positioned to help you explore and develop the tremendous potential of eastern Germany. Our independent approach, backed by substantial resources, makes Commerzbank a reliable and responsive banking partner.

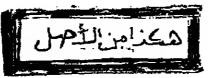
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Herald Eribune. **BUSINESS/FINANCE** **

WEDNESDAY, MARCH 18, 1992

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And Andrewski an **GM Sticks With Agencies Through Thick and Thin**

By Stuart Elliott

New York Times Service EW YORK - Is General Motors wedded to its 21 plants and eliminate 74,000 jobs by 1995. Yet, the last time GM dismissed one of its national agencies, Dwight D. Eisenhow-er was president: In 1958, GM switched its Buick division from the Kudner agency to McCann-Erickson, where it has remained. Of Course there is national agencies of the subscription of the subscriptio Of course, there is no proof of an inverse relationship between

the length of time an agency handles an account and the effective-ness or creativity of its work. But in a period when GM, which spends more than \$1 billion a

year on advertising, is radically revamping its operations and when critics have intensi-fied complaints about unin-spiring advertising, will it take seven more presidential ad-ministrations before GM dis-

The last time the automaker fired one of its national ad agencies, Eisenhower

misses an agency? "I don't know why they haven't entertained the idea of was president.

going to smaller, more creative shops," said Christopher Ceder-gren, senior vice president at Auto Pacific Group, an automotive marketing and product consulting firm in Santa Ana, California. "If I were having problems in a marketplace, I would look at all

"If I were having problems in a marketplace, I would look at all possible avenues to develop ways of increasing my business." Ford last changed a U.S. agency in 1979, and Chrysler in 1987. More recently, Isuzu, Mercedes-Benz and Subaru have changed shops for their American advertising since last summer, while Jaguar's account has gone into review. In an interview, Philip Guarascio, GM's executive in charge of corporate marketing and advertising in Detroit, passionately supported the penchant of the giant automaker for decades-long relationships with its agencies.

NA SEPARATE interview, Richard D. O'Connor, chairman and chief executive of Lintas Campbell-Ewald in Warren, Michigan, which has created Chevrolet campaigns since 1914, said that his agency worked on that account as if every day , could be its last, rather than its 28,500th or so.

"I don't think we have to fire an agency to send a signal," Mr. Guarascio said. "We feel we're able to resolve issues without resorting to that."

He added, "You need to think about our relationships with our agencies as living, as opposed to relationships that are static." For instance, he said, in recent years, GM has begun "to call upon agencies' entire worldwide resources for what we do in the States, rather than working with one isolated parent agency."

As a result, he said, "you've seen tremendous changes at agencies in how they are staffed and who does the staffing. When

we think we need a fresh point of view, we can get our agencies to bring in people who can give a point of view that's different." He praised campaigns by Lintas Campbell-Ewald for Chevro-let and Geo, McCann for Buick and D'Arcy Masins Benton & Bowles for Cadillac.

Bowles for Cadillac. GM's agencies also "know we're talking with other agencies all the time," Mr. Guarascio said, explaining that GM would occa-sionally hire other agencies for special projects. He said the automaker also consulted with executives like Stephen O. Frank-furt, chairman of Frankfurt Gips Balkind, a small New York advertising, communications and design shop. As for critics of GM's advertising, Mr. Guarascio said, "A third are agencies looking for car accounts, a third are agencies that had car accounts and lost them, and a third are people who've never written advertising for a living." At Lintas Campbell-Ewald, Mr. O'Connor said he was "well aware of the critics of the associations that have existed between the Detroit automakers and their agencies."

Early Birds Catching Worms

Successful Investors in East Europe Didn't Just Arrive

By Tom Redburn

By Tom Redburn International Herald Tribune PARIS — When Lofk Le Floch-Prigent, chair-man of Elf Aquitaine, goes to Russia these days in search of oil deals, he often finds himself talking with people his executives met more than a decade ago. Long before the collapse of the Soviet Union and the possibility that Western oil companies might be allowed to drill there, Elf was already tending what lonked like barren ground. "Doing business over time, even when there is little business to speak of, counts," Mr. Le Floch-Prigent said in an interview. "We want to be wanted in the East. That takes patience." Patience is paying off. Last month, after nearly two years of Byzantme negotiations with Soviet and then Russian authorities, Elf became the first major Western oil company to nail down a firm contract

Western oil company to nail down a firm contract for exploration and production in Russia. Within a decade, the French state-controlled company, whose full name is Societé Nationale Elf Aquitaine, thinks it could be doing as much as 20 percent of its business within the old Soviet empire. Elf is not alone. Many of the pioneering big companies active today in such countries as Hun-

gary, Poland, and Czechoslovakia, or just starting out in the new republics of the old Soviet Union,

were there long before. Indeed, in looking to the future of Western business in Eastern Europe, what counts most may well be the past.

Siemens AG of Germany first put down busi-ness roots in such outposts as SL Petersburg as long ago as the mid-19th century. Now it wants to revive them. The Belgian chemical giant Solvay &

Co. is seeking to reforge links with former subsid-iaries in Eastern Europe that were taken over by the state when Communists took power after World War II. And that prototypical European transnational corporation, ABB Asea Brown Boveri Lid, which makes power-generating equip-ment, is working to rebuild some of the decrepit factories of its former licensees among the state enterprises of Eastern Europe so they can turn out state-of-the-art machines.

"Our past history is providing a key to our future development," said Baron Daniel Janssen, chairman of Solvay's executive committee. "In the new Europe, we want to start by rebuilding the businesses we once had."

As the early gold rush atmosphere in Eastern Europe fades, most of the Western quick-buck artists have already left the scene. At the same time, many leaders within the region complain, with some justification, that they are being neglected by West-ern business. As a result, the trail-blazing companies that are staying and committing investment funds

today expect to reap significant advantages over those who follow in their wake. ABB, for example, is already the largest Western investor in Poland and has established a significant foothold in Hungary. Although it lost out to Siemens in a bid to form a joint partnership with Czechoslovakia's Skoda to build electrical genera-tors, it is working on other projects that should take off soon as Prague's privatization plans unfold.

"It is easier to negotiate attractive deals when you are earlier than everybody else," said Eberhard von Koerber, ABB's executive vice president for See PAST, Page 18

India Plans to Buy 12 Airbus Jets, **Overcoming Concerns About Safety**

Civil Aviation Minister Madhay

By Sanjoy Hazarika New York Times Service

NEW DELHI - India is planning to buy 12 Airbus A-320 planes for its domestic carrier, Indian Airlines, despite the 1989 crash of one such plane that killed 90 people in India and the recent crash of an-other in France that took 87 lives. The purchases had been stalled for nearly two years after an A-320 iet crashed in Bangalore. The trage-Rao Scindia told Parliament on

triggered concern about the Monday there was no basis yet "for safety of the planes and prompted re-examination of the airworthi-ness of this class of aircraft." He the government to ground all re-maining Airbuses of that model. said the A-320s would be delivered The decision was disastrous for the state-run Indian Airlines, which suffered heavy losses and disruption of its schedules, in 1993 and 1994 and would cost \$958 million.

But, he added, "certain proce-dural directions" were issued to The ban on the Airbus A-320 was lifted more than a year ago, but the crews flying A-320s, based on pre-

decision to buy the remaining 12 liminary findings of French civil planes was stalled as officials await- aviation authorities investigating ed reports of the investigation into the January disaster.

that Airbus Industrie should alter some displays, although they did not establish that confusion about them

A judicial inquiry into the Bangalore crash pointed to pilot error and said landing facilities at Indian airports were inadequate, It recom-mended intense retraining for pilots.

Subsidy Talks Keep Going

The European Community and the United States are expected to regotiate into Wednesday in a bid to solve a 5-year-old dispute over aircraft subsidies, Reuters reported from Brussels.



Genetical by our start room Displanties GENEVA — The United States overtoak Germany last year as the world's leading exporter, regaining a spot it last held in 1989, the General Agreement on Tariffs and Trade said Tuesday,

Growth in world trade volume slowed for the third consecutive year, to 3 percent in 1991 from 5 percent in 1990, making a successful conclusion to the long-running Uruguay Round of trade talks even

Uruguay Round of trade tarks even more important, said Arthur Dum-kel, GATT's director-general. It was the weakest growth since 1983. The dollar value of world mer-chandise exports rose 1.5 percent to \$3.53 trillion last year, the slowest growth since 1985. GATT said. Ex-ports of services rose 5 percent to ports of services rose 5 percent to \$810 billion.

U.S. merchandise exports rose 7.5 percent to \$422 billion. The United States remained the largest importer, despite a 1.5 percent de-cline to \$509 billion.

German exports fell 4.5 percent to \$403 billion while imports rose 9.5 percent to \$390 billion. In both

9.5 percent to 5.590 billion. In both categories, Japan was third, France fourth, Britain fifth and Italy sixth. Asia's newly industrialized coun-tries had the strongest trade growth — between 10 and 20 percent for exports and 8 and 30 percent for imports. The East European and former Societ economics registered former Soviet economies registered a 20 percent fall in exports and a 25 percent drop in imports, with the former Soviet Union alone cutting

imports by 42 percent. In another measure of U.S. trade improvement, the U.S. government reported that the country's currentaccount deficit, the widest measure of trade in goods and services, shrank to \$8.62 billion last year, the smallest since a gap of \$5.9 billion in 1982. Nearly half of the big de-cline in the deficit, from the \$92.12 billion services and the big debillion recorded in 1990, resulted from foreign payments to cover Gulf War costs, the Commerce Department reported.

The U.S. figures put the merchandise trade deficit at \$73.59 billion, down from \$108.12 billion in (AP, Reuters) 1990.

U.S. Tops Housing, Output Ranks of Give New Signs **Of U.S. Recovery**

By Lawrence Malkin International Herald Tribune NEW YORK - More pieces of

the budding U.S. economic recov-ery fell into place Tuesday with the report of February figures showing a strong surge in bousing, a pickup in industrial production and mod-

The questions about the revival were no longer whether and when, but how strong and how long. Few economists were prepared to alter their consensus forecast — a soft recovery with low inflation - on the basis of last month's rebound.

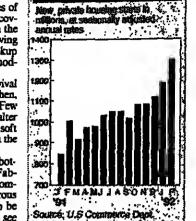
"January was probably the bot-tom of the cycle," said Brian Fab-bri of Midland Montagu Economics. "February saw a monstrous rebound, but it is not likely to be repeated. We are more likely to see more moderate gains in the coming months.'

Financial markets also seemed to be reacting with prudence to the optimistic statistics. Surprisingly, the dollar retreated from the 1.66 Deutsche mark level. Dealers said the currency market had already anticipated the recovery this year by boosting the dollar about 10

reent from its recession lows. The bond market regained confi-dence in a low-inflation recovery, and after an initial drop, long Trea-sury bonds strengthened as their yields moderated. This interest-rate stability rubbed off on the stock market, where bue chips shrugged off Tokyo's persistent weakness and boosted the Dow Jones industrial average nearly 20 points. The strongest evidence of the

U.S. recovery was a gain of 9.6 percent in housing starts on an annual basis in February, the highest reported by the Commerce Depart-ment since March 1990. The improvement was spread across the nation. January's figure, originally reported last month, was revised upward Tuesday to a 6.4 percent increase, a sign that the Federal Description across of grad Reserve's aggressive easing of cred-it in December was having the ex-

pected effect, The February gain was concentrated in single-family housing, a measure of consumer confidence that could spread to other sectors.



New U.S. Housing

Page 15

"If you're confident enough to buy a house, you'll probably be buying furniture and nondurables," said Robert A. Brusca, head of econom-ic research at Nikko Securities International, referring to relatively short-lived consumer goods.

The Federal Reserve's index of industrial production rose by 0.6 percent, the first increase in five months. A gain of 0.8 percent in automobile production accounted for half the improvement in the index. Appliances, consumer chemicals and food were also strong. The figures imply that the retail pickup of the first two months, combined with lean business inventories, bas prompted

speedy replacement orders. At the same time, the Labor Department reported that the consumer price index rose 0.3 percent. slightly more than expected as the signly more than expected as the nation emerges from recession but not strong enough to be worksome yet. Excluding food and energy, prices rose 0.4 percent, but this was inflated by a 1.5 percent rise in clothing prices. David Resler of Nomura Securi-tics supersted that the latter form

ties suggested that the latter figure was skewed by the fact that retailers started their sales at Christmas instead of February and then See RECOVERY, Page 16

the crash at Bangalore and prelimi-Investigators said in February nary findings of an investigation of the January crash in France, The acquisitions would increase the size of the Indian Airlines fleet was a cause of the crash. to 67 aircraft from 55. The carrier has 18 A-320s and 11 A-300s.

the Detroit automakers and their agencies

The fact that his agency's 78-year relationship with Chevrolet "looks permanent doesn't permeate our relationship," he said. "I started at this agency in 1956 and I've lived constantly, for almost 36 years, in fear Chevrolet would say, "We want a new agency."

CURRENCY RATES

Cross Rates

	5		DML	F.F.	Line	DJFI	B.F.	S.F.	Yes	CI	Peneto
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-Brussels	34,1225	51.00	28,5875	600	2735 *	16,796		22.72	12547	28.53	2.9.
Frankfurt	14542	2.657	_	0.2%4	£1329 *	6.0002	4258 *	1.1006	1.238 *	1.30	1.522
· London (a)	1,734	_	23611	9724	2,150,50	3.72	33.31	2.5878	213.665	205	140.45
Madrid	104.739	120.745	43.71	18.657	1395 °	56.136	3.042	(1,77)	78.337	0.523	-
Milca	1.246.95	2.152.45	75275	221.62	_	448.59	36.507	631.00	9323	1,041,90	11,514
New York (b)		1,7355 @	16455	5.548	1,237.60	1,827	33,385	1.49	122.795	1.1929	16415
- Paris	5,626	9.7155	33971	_	6.45TJ *	1973	6.165	1747	4.2664	470	5.376
Takyo	1375	251.39	16.96	2215	0.1677	71.92	3,5361	27,58	-	111.61	12.072
Torpate	11733	2,0697	17245	9,2134	1.914	14477	1.505 *	0.0004	L1775 *	_	1.143 *
Zurich	14977	2.5907	1.784	6.2667	0.1205 -	6,0052	44027 *	_	1.1222 •	1250	1405*
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1 CDB	1.3656	0.7986	27617	7.6828	1,702.04	2509	46.5221	2845	12715	1432	143.525

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Other Dollar Values

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INTEREST RATES

Eurocurrency Deposits

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Sources: Rades app	All Review Namble to I	s except EC nierbonk di	posits of \$	i militon min	imum (or i	quivalent)	

Key Money Ra	tes		Asian Dollar Deposit	
	Ma	arch 17	M	81
			1 month 4%-4%	
United States	Clese	Prev.	2 months 4%-4%	
Discount rate	312	31/2	3 months 4%-4%	
Prime role	67-	6/12	é mantins 4 % - 4 %	
Federal funds	376	44	1 year 5%-5%	
Com occur 30-177 0073	4,45	- 25		
Wenneth Treasury bills	4,04	4.94	Source: Reuters.	
Amonth Treesury bills	4,23	423		_
Lunger Tredausy bills	4.48	454		
38-year Treasury base	8,07	8,47 3%	U.S. Money Market F	U.
2-month CD's	3%	340	M	0
3-month CD's	3.80	3,00		
Junean)			Merrill Lysch Restly Assets	
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	N.Q.	_	There are a set of the	
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3-growth laterbank	4 25/32	54	Source: Merrill Lynch, Telerate.	
Germany	6.00	8.00		
Discount rate	944	9 ⁴ 4		
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6-month interbeak			An prices in U.S. S per ounce.	
Sources: Reviers, Salamon	Brofbers, BO	nt of To	Source: Reviers.	

W	7ith	Stylish	Offerings	;
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Braun Fights Slowdown

By Ferdinand Protzman many and Japan. The company's hand-held blenders, clocks, hair-New York Times Service KRONBERG, Germany care and dental-care products are the top sellers in Western Europe.

Braun AG, which has thrived When Gillette bought Braun, it was a questionable match. Braun's around the world by melding its distinctive designs with Gillette products were little known outside Europe and not sold in North Co.'s marketing prowess, is counting on a combination of new prod-America. ucts and refinements of best sellers Gillette, the Boston-based maker

March 17

March 17

March 17

March 17

March 17 Ch'se

- 48 - 15 - 44 - 45 - 45 - 27

to carry it through the current globof razor blades, deodorants and al economic malaise. Weak growth might not seem much of a worry at first glance for the maker of kitchen appliances and personal-care devices. Braun, which Gillette bought in 1967, just reported a healthy gain in earnings in its latest financial year.

and other appli-

other personal-care products, was expected to move Braun into the mass market, downgrading the emphasis on design along the way. But the opposite bappened: Braun's sleek designs became the basis of Gillette's strategy to give Its sleek high-tech designs have the German company a global earned many of its electric shavers presence in the middle to apper end of the small-appli-

The strategy has

ances places in the New York Museance market. **Gillette has** proved spectacu-larly successful. m of Modern sought to give the ollection. And Braun's sales rose to \$1.2 billion in German company raun has a wella global presence at egarded new ental-care prod-ct and a line of the upper end of electric coffee the small-appliance makers that are market.

selling well. "We don't go on the market un less we have a quality level well above the competition," said Jacques Lagarde, Braun's chairman. "We hold to our design beliefs and deliver real technical innovation.

"And we just don't launch im-mature products," he said at Braun's headquarters in Kronberg, a small town near Frankfurt. The company nevertheless manages to make its strict adherence to functionality in design and techni-cal innovation pay off in sales. The latest example of that is the Braun-

Oral B plaque remover. The device is a slim electric toothbrush with a round, tilted head that rapidly rotates. World-wide, it is Braun's hottest new product, even at a fairly steep suggested price of \$107. The plaque remover was devel-oped jointly with Oral B Laborato-

ries, another Gillette subsidiary, and in cooperation with dentists. Braun said the device was the only electric toothbrush on the mar-ket that came close to performing the kind of cleaning available from a dentist's equipment. It has drawn rave reviews from dentists and users. Brain's electric shavers, which cost \$25 to \$175, are the third-best-selling brand in the United States behind Remington and Noreko.

Its coffee makers tied Mr. Coffee for the top spot in the market last for the 1991 financial year was up (all, in dollar terms. But that is 23 percent from the previous year's partly because many of Braun's \$118.5 million. With Gillette's balunits, at \$29 to \$105, cost more ance sheet weighed down with debt than Mr. Coffee's. third-largest market, trailing Ger- taken on added significance.

the financial year that ended Sept. 30, from \$69 million in 1967. That accounted for 26 percent of Gil-lette's sales of \$4.7 Mr. Lagarde said Braun had an advantage in being the only smallappliance company selling worldwide under one brand name.

"Look at our competitors," he said. "Philips from the Netherlands is known as Norelco in the United States. Matsushita sells under the names Panasonic and National. Moulinex of France also sells its products under the Krups name. We are one name, Braun."

Braun's latest line of coffce mak-ers, called Aromaster, incorporates features like a lid that keeps in aroma and prevents beat loss, as well as a patented sensor that keeps the coffee at a specific temperature. Ken Jautz, a television producer in Berlin, owns a Braun travel alarm clock and a coffee maker. But his favorite is a Braun pocket electric razor that he takes with him on his travels. "Twe had it for years," he said. "It's a good, com-pact portable razor, and it has always been reliable. And I like the jet-black look."

An array of Braun products line Mr. Lagarde's office walls. Be they food processors, hair dryers or clocks, Braun appliances are either jet black or snow white, with anstere, rounded lines that emphasize function over form.

Mr. Lagarde said Brann's profit accumulated warding off takeovers The United States is Braup's in the 1980s, Braun's earnings have

DEPOSITORS' FUNDS. IT'S STILL OUR MOST IMPORTANT MISSION.

BANKS WERE ESTABLISHED TO PROTECT



hroughout history, man has sought to safeguard the things he values. It was true in the Middle Ages, when banking institutions emerged to shelter the wealth created by an expanding market economy. It's equally true now. Today, however, safety

isn't a matter of having the

heaviest padlock. In today's

fluid world, safety is tied to

biggest strongbox or the

ative banking philosophy. Those are the very qualities that have made Republic

prudent policies, a strong

balance sheet and a conserv-

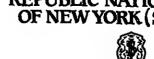
National Bank one of the safest institutions in the world. We're a subsidiary of Safra Republic Holdings S.A., with US\$1.1 billion in total capital. Our asset quality and capital ratios are among the strongest in the industry. And our dedication to protecting depositors' funds is unmatched anywhere.

This philosophy has led to solid growth. In the past four years, our group's client assets have increased 400% and now exceed US\$8 billion. So, while much has changed since the Middle Ages, safety is still a depositor's most important concern. And it's still our most important mission.

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Page 16 MARKET DIARY

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, MARCH 18, 1992

EUROPEAN FUTURES

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Macy Drops to a \$671 Million Loss

NEW YORK (UPI) - R.H. Macy & Co., which has been operating inder Chapter 11 bankruptcy protection since January, reported Tues-day a net loss of \$671.6 million for its second quarter, ended Feb. I; compared with earnings of \$78 million a year earlier.

The retailer said the loss reflected several one-time charges --- unusual items of \$284 million, reorganization expenses of \$102 million and extranems of \$264 million, reorganization expenses of \$102 million and extra-markdowns of \$220 million — as well as a poor Christmas selling season, and a reduced receipt of merchandise during the days surrounding the bankruptcy filing. Sales fell 6.4 percent, to \$2.05 billion.

Macy's also reported that as of March 13, it had \$250 million of cash. and cash equivalents on hand, largely as a result of lower than expected. merchandise receipts after the Chapter 11 filing.

AT&T to Bring Kazakhstan On Line

NEW YORK (Combined Dispatches) — American Telephone & Telegraph Co. said Tuesday it had won a multi-million dollar order to.

Install I million digital telephone lines in Kazakhstan over 10 years. The former Soviet republic also is ordering five digital exchanges. AT&T said. Kazakhstan has only one million telephone lines but plans to-boost the number to four million by the year 2000. An AT&T spokesman in Ansterdam, Willem Zevenbergen, said 1 million digital lines would, retail for "several hundred million guilders," adding, "They are going to pay in hard currency, but the details have yet to be sorted out."

AT&T said it would provide direct-dial access for the capital city of. Alma Ata to long distance and international systems by the end of the year. The deal follows an order for AT&T in January from Ukraine to modernize its telephone network.

Volkswagen Cuts More Jobs in U.S.

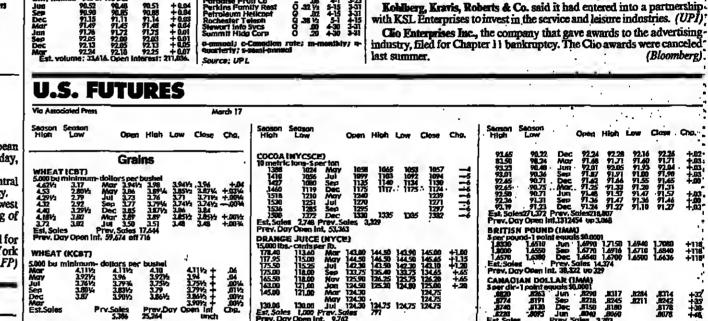
AUBURN HILLS, Michigan (Bloomberg) - Volkswagen of America-Inc. will cut about 300 of its 1,200 U.S. jobs by May 1 to reduce costs, a company spokeswoman said Tuesday.

The U.S. ann of the German carmaker sells and services Volkswagen and Audi cars. Some workers affected by the cuts could transfer to Volkswagen Credit Inc., the company's finance unit, said the spokeswom-an, Maria Leonhauser. The jobs cuts are in addition to the 150 to 185 jobs the company said it would cut last September, she said.

U.S. Newspaper Outlook Brightens NEW YORK (AP) — Major U.S. newspaper companies are showing, signs of recovering from what may have been the industry's deepest slump, Standard & Poor's Corp. said Tuesday. S&P said it based the assessment on signs of improvement in fourth-quarter earnings, advertising demand and the economy combined with recent efforts to cut operating costs and debt. The financial risk for newspaper companies has risen, S&P said, because of increased reliance on classified advertising, which rises and falls with the economy and the print media's declining share of marketing spending.

Court Backs General Dynamics Sub

For the Record



Strong U.S. Data Fail to Lift Dollar

Compiled by Our Staff From Dispatches NEW YORK - The dollar fell Tuesday despite further evidence of economic recovery in the United States.

A 9.6 percent rise in February housing starts, after an upward revision to January figures, plus a 0.6 percent increase in industrial out-

Foreign Exchange

put, led to early dollar buying that peaked at 1.6620 Deutsche marks before giving way to profit-taking. The dollar ended at 1.6455 DM,

down a pfennig and a half from 1.6615 DM at Monday's close, and at 132.795 yen, down from 133.860. The U.S. currency fell to 1.4900 Swiss francs from 1.5065 and to 5.588 French francs from 5.642. The pound rose to \$1.7355 from \$1.7220.

"There was a certain enthusiasm for the housing starts but no real follow-through," said Robert White at First Interstate Bank. "This painted the downside as the soft side."

He added, "Expectations about the U.S. economy continue to be good but we probably discounted a good portion of them in the move up from the beginning of the year." The dollar recently climbed above 1.68 DM after starting the year at about 1.51 DM. That is a gain of 11 percent

John Beerling at Norwest Bank in lines.

RECOVERY: Further Signs

(Continued from first finance page) brought out their spring clothing lines last month in mild weather.

N.Y. Stocks

Minneapolis thought "we may have completed something on the up-side." He said, "The aggressiveness of the sell-off kind of worries me." Chris Iggo, international econo-mist at Chase Manhattan Bank, \$ 3104 said he expected the dollar to remain trapped between 1.64 and 1.67 DM for the next month. Only

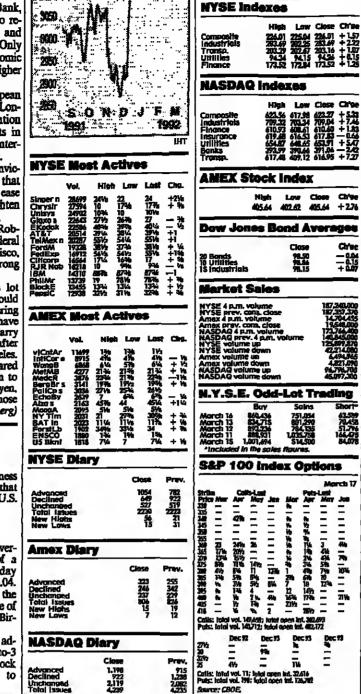
signs of exceptional U.S. economic strength will push the dollar higher during the mooth, he said. Larry Kantor, head of European economics for J.P. Morgan in London, spoke of a shift in attention away from recovery prospects in the United States and toward inter-

est rate prospects in Germany. "There's been a growing convic tion noticeable in the market that the Bundesbank is not going to case anytime soon and may even tighten a little first," Mr. Kantor said. As for the dollar-yea rate, Robert Parry, president of the Federal

Reserve Bank of San Francisco, said he was surprised at how strong the dollar had been. "A dollar-yea of 133 is a lot higher than many thought it would

have been, especially considering the cuts in interest rates that have occurred in the U.S.," Mr. Parry said in response to a question after a business meeting in Los Angeles. Earlier in the year, traders feared joint U.S. and Japanese action to restrain the dollar against the yen, but little has happened along those lines. (Reuters, Bloomberg)

final factor was economic weakness in Europe and Japan, although that was countered by strength in U.S. markets in Latin America. Stocks Forge Ahead The Dow Jones industrial aver-age, which inched up 0.45 of a



March 17

The Dow

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Dow Jones Averages

Standard & Poor's Indexes

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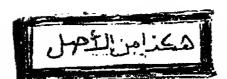
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Ch's

Gold Nears a 6-Year Low

Image at its lowest level in five years. He forecast an increase in the CPI age, which inched up 0.45 of a point Monday, closed Tuesday with a 19.68-point gain, at 3,256.04. The Dow received a boost in the last hour of trading from a wave of from 3 percent in 1991.Amex Diary3437343647Ititle doubt remains that the re- covery is here, although February's figures may exaggerate it slightly. Housing figures especially may moderate as a half-percent rise in long-term interest rates since Janu- ary slows the mortgage market. Me Y and the interest of the since Janu- ary slows the mortgage market.The Dow long to the New York Stock atom of the New York Stock atom 187.8 million shares. The most active stock, Singer, Me Y and of the interest of the since Janu- ary slows the mortgage market.The Dow received a boost in the last hour of trading from a wave of computer-driven buy orders, Bir- invi Associates said.Amex DiaryAmex DiaryMASDAQ Diary34The Dow received a boost in the last hour of trading from a wave of computer-driven buy orders, Bir- invi Associates said.News agencies reported that ad- vances topped declines by a 5-to-3 margin on the New York Stock Exchange. Volume amounted to about 187.8 million shares. The most active stock, Singer, The worder of the singer ward.News agencies reported that ad- vances topped declines by a 5-to-3 margin on the New York Stock Exchange. Volume amounted to about 187.8 million shares. The most active stock, Singer, The singer of a volume of moore total 1988 and ware of the singer ware.News agencies reported that ad- vances topped declines by a 5-to-3 margin on the New York Stock Exchange. Volume amounted to about 187.8 million share	Lest, volume: 324 Open interest: 21,005 Molex in: c-A S mis 727 531 Molex in: c-A S mis 728 5300 Molex in: c-A S mis 728 53000 Molex in: c-A S mis 728 530000 Molex in	
"slow-go," with a growth rate of 1.7 company priced a secondary offer-	U.S. FUTURES Via Associated Press March 17	
month's Blue Chip Economic Indi- Smith Barney and Prudential Secu- LONDON — A wave of selling, perhaps by an Eastern European	Season Season High Low Open High Low Close Cho, Season High Low Close Cho, High Low Open High Low Open High Low Open High Low Close Cho,	
cators. Allen Sinai of Boston Co. Eco- oomic Advisers stood by his "soft recovery-low inflation" forecast, partly because monetary growth, although still solid, has slipped sightly and fiscal stimulus was growing increasingly unlikely in the addport between to 55% after the company stid it would boost its dividend to the second straight day on Tuesday, sending prices tumbling to the lowest level in nearly six years. Dealers said the source of the sales seemed to an East European central bank, outside the former Soviet Union, urgently seeking hard currency. Gold touched \$336.75 an ounce in early afternoon trading, its lowest traded level since June 1986, but it recovered to an afternoon fixing of \$339. It had closed nearly \$5 lower on Monday at \$342.25. Gold also fell in New York but finished above its worst levels, Gold for ADD delivery settled off \$3.30 an ounce at \$340.60 on the New York	Grains COCOA INVCSCED 9145 9122 Dec 92.44 +102 SM00 by minimum-tollors our bushel 1388 1028 1028 1009 1005 1005 1007 1717 71.40 71.31 71.41 +433 SM00 by minimum-tollors our bushel 1418 1028 1028 1028 1009 1003 1007 1004 -5 82.50 91.22 Dec 91.24 71.01 71.01 74.83 14.83	
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Wimpey Sinks Into Loss

Compiled by Our Staff From Dispatche

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L.	The Barres	NASDAQ Tuesday's Prices NASDAQ prices as of 4 p.m. New York time. This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.	12 Martin Hindh Lovy Stack. Drv Yhd PE 1005 Hinth Lovy 4 PA C 34% 11 Filashet - 48 1287 34% 34 34% + 27 16 Pillosont - 48 127 32% 34 34% + 31 31% PALAGER 1.00 34 12 2720 31 37% 37% 37%	12 Marchi 13 Marchi		EUROPE
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Hie Nie 1 Nie 1	and a second			Chi Chi<	Reviews Kevin Gardiner, economist at the LONDON — The government's brokerage S.G. Warburg. "They first full week of election cam- paigning suffered a double blow on very firmly in recession, and cer-	1000
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stanet. n. 199.	1				The Central Statistical Office rored in most of the industrial said industrial production fell 1.3 Countries." The poor state of manufacturing	Frankfaut FAZ 702.27 700.70 +0.22 Helsinki HEX 853.02 860.10 0.82
America America	And Andrews			Image Main Main <t< th=""><th>bettern in bandary, while factory output alone dropped 0.7 percent. Both numbers followed revised de- clines of 0.4 percent in December. Economists had expected a 0.1 Economists had expected a 0.1</th><th>Maioria Celera Stort 256.39 236,57, 4.23,</th></t<>	bettern in bandary, while factory output alone dropped 0.7 percent. Both numbers followed revised de- clines of 0.4 percent in December. Economists had expected a 0.1 Economists had expected a 0.1	Maioria Celera Stort 256.39 236,57, 4.23,
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ns	an in	1010 1010 <th< td=""><td></td><td>Mail Mail <th< td=""><td>facturing output. The Treasury, meanwhile, said the public-sector borrowing require- ment — the deficit — was £963 ruling Conservatives to win the electioo after they received several orders this morning backing the Tories, Bloomberg Business News</td><td>Zurich SBS 639.40 694.30 +0.80</td></th<></td></th<>		Mail Mail <th< td=""><td>facturing output. The Treasury, meanwhile, said the public-sector borrowing require- ment — the deficit — was £963 ruling Conservatives to win the electioo after they received several orders this morning backing the Tories, Bloomberg Business News</td><td>Zurich SBS 639.40 694.30 +0.80</td></th<>	facturing output. The Treasury, meanwhile, said the public-sector borrowing require- ment — the deficit — was £963 ruling Conservatives to win the electioo after they received several orders this morning backing the Tories, Bloomberg Business News	Zurich SBS 639.40 694.30 +0.80
2010-001 2017-01	เลือกให้เสียง เสียงให้สะที่ได้เป็น เป็นสะที่ได้เป็น เป็นสะทั่งได้เสียง เป็นสะทั่งได้เสียง	1/14 12% Andrew 100 7.3 7 90 17% 13% 13% 4% -4% 31% 7% Andrew - 7 84% 27% 3% 13% 13% -4% 31% 7% Andrew - 7 6 13% 10 10 -1% 16% 6% Andrew - 8 3 2% 76% 43% 43% 45% 5% 5% 16% 6% Andrew - 8 3 2% 76% 43% 45% 5% 5% 5% 17% 5% Andrew - 3 2% 14% 7% 7% 7% -1% 11% 6% Andrew - 3 2% 14% 7% 7% 7% -1% 11% 6% Andrew - 3 2% 14% 7% 7% 7% -1% 11% 6% Andrew - 3 2% 14% 7% 7% 7% -1% 11% 5% Andrew - 5% 5% 7% 7% 7% -1% 11% 5% Andrew - 5% 5% 7% 7% 7% 7% -1% 11% 5% Andrew - 5% 5% 7% 7% 7% 7% 1% 11% 5% Andrew - 5% 5% 7% 7% 7% 7% 7% 1% 11% 5% Andrew - 5% 5% 5% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7%	17*0 11*1 11*1 17 22 22 14*1 16*1 16*1 51 14*1 14*1 15 34*2 34*2 35*3 34*3 35 34*1 35 34*1 35*3 34*4 34*1 34*1 34*1 34*1 34*1 35*1 37*1 34*1 35*1 37*1 34*1 35*1 37*1 34*1 35*1 37*1 35*1 37*1 35*1 37*1 35*1 37*1 35*1 37*1 35*1 37*1 35*1 37*1	- 21% 13% Quantify - 24 111 23% 25 24 24% 13% Quantify - 2 3134 23% 25 24 14 7 3% Quikter - 3 314 24% 7% 15% 30% +1% 15% 6 Quikter - 2 60 7% 9% 7% -1% 15% 6 Quikter - 2 607 7% 9% 7% -1% 15% 6 Quikter - 2 607 7% 9% 7% -1% 15% 6 Quikter - 2 607 7% 9% 7% -1% 15% 6 Quikter - 2 607 7% 9% 7% -1% 15% 6 Quikter - 2 607 7% 9% 7% -1% 15% 7% 15% 89% 4% 31 20 4% 7% 15% 7% 1% 16% 7% 15% 80% 7% 1% 7% 1% 17% 15% 80% 7% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1%	million (\$1.65 billion) in February, despite £809 million of receipts from the second installment of the gov- ernment's sale of Britain's electricity spate of orders this morning to 1-	
l tool Radio	1				generating companies. Market analysts, who had ex- pected a deficit of just £200 million, said the larger gap reflected a big	the United States and float its F.A. Wellworth stores in Northern Ireland to reduce the debt incurred in the £2.1 billion (\$3.6 billion) buyout.
ub.	in the second	2 205 11% ATC ATC 3 4 1 1 1 1 22% 26% 26% 26% 26% 26% 27% 27% 27% 27% 27% 27% 27% 27% 27% 27			erosion of tax rectipts, a good indi- cation of the depth of the recession. "It's hard to look on the bright side with figures like these," said	• Dunlop Slazenger International, a unit of BTR PLC, will be fined Wednesday by the EC Commission for refusing to sell its sporting goods for export from Britain so it could maintain higher prices abroad through its own distribution network, commission sources said.
1.4755 1.4755	A CARGE CARGE	38% 6% 38% 6% 14 19 20.4 30% 23% 35%		184 741 741 184 114 137 144 184 741 184 1 126	Wimpey Sinks Into Loss	• Kvaerner A/S, the Norwegian shipbuilder, has been told by the German government's Trenhand privatization agency to improve its offer for one of Eastern Germany's largest shipyards, the Neptune yard in Rostock; the agency cleared Kvaerner to buy the Warnow yard in Warnemunde.
	and a second	B-C 20 17/9 884T	$\begin{array}{rrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrrr$	4 774.430 RonodSv 1.38 1.4 23 1107 774.470 774.470 3434 470 2010 374.470 774.470 374.470 <td>Compiled by Our Staff From Dispatcher LONDON — George Wimpey PLC, the British building concern, posted Tuesday a pretax loss of £16.1 million (\$27,6 million) for 1991</td> <td>• Samenwerkende Prijsregelande Organisaties, a group of 28 Dutch building associations, was told by the EC Commission that its members could be fined up to 1,000 European currency mits (\$1,225) a day if they</td>	Compiled by Our Staff From Dispatcher LONDON — George Wimpey PLC, the British building concern, posted Tuesday a pretax loss of £16.1 million (\$27,6 million) for 1991	• Samenwerkende Prijsregelande Organisaties, a group of 28 Dutch building associations, was told by the EC Commission that its members could be fined up to 1,000 European currency mits (\$1,225) a day if they
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1	a weeks a		1614 1614 <td< td=""><td>Some sink summittic Tribles Tribles<td>services and will concentrate on Netherlands, will handle Federal</td><td>Rome, Georgia, and fly it to Paris, the world. (Reuters, AP, AFX)</td></td></td<>	Some sink summittic Tribles Tribles <td>services and will concentrate on Netherlands, will handle Federal</td> <td>Rome, Georgia, and fly it to Paris, the world. (Reuters, AP, AFX)</td>	services and will concentrate on Netherlands, will handle Federal	Rome, Georgia, and fly it to Paris, the world. (Reuters, AP, AFX)
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9	and a second s		36/6 24/6 MCJ .10 2 17 12050 23/4 32/6 23/4 +40 25/6 7 MGI Phr	10% an 1 Call 2 13 - 15% 5% 7% 5% 4% 4% 4% 1% 11 m 2 13 - 16 75% 21% 21% 21% 21% 17% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1%	wort Benson Securities. Although for several years it has been the most troubled of Britain's Big Equip halfs of which, £3.3 billion, is currently in hidden reserves. Maoy of Hongkoog Bank's shareholders were left wondering if	least it could curtail the bank's ex- pansion," said Nick Gongh, an an- alyst with County NatWest Wood Mackenzie in London. Hongkong Bank had operated un- der a three-year agreement net to increase its stake until that time. One bidder numored to have
		355 534 Condexts 74 211 27 210 71			bad debts in Latin America and in its own backyard — Midland is also thought to be the only one that could be purchased. The Bank of	For Midland Bank, analysts said, one big attraction is that it has ottle overlap with HBSC, largely because the two have previously because the two have previously
* :		34 34<			England would likely frown on the loss of independence of the na- tion's two largest banks; as for the smallest Lloyds Bank, analysts	swapped European and Asian of- fices and withdrawn for each oth- er's continents. In December 1990, with Mid- In December 1990, with Mid-
des ** *	1		55 10 Additional - 200 141 344 34 344 22 134 Addition - 41 22 1394 1734 1844 44 774 56 Addition - 7 74 1844 44 774 56 Addition - 7 74 1844 1944 1944 15 144 45 Addition - 7 74 1847 155 31 414 3747 2145 Addition - 7 745 274 25 314 414 514 4136 Addition - 7 745 274 25 314 414 514 4136 Addition - 7 745 71 25 314 414 514 4136 Addition - 7 745 71 25 314 414	20% 12 Toppe 24 1.5 1.3 1269 15% 14 15% 24 11% TotPhr 30 40 17 16% 16% 16% 25% 14 TrnMus 22 1 24 24 24	reckoned its high stock price rela- tive to its earnings makes it too expensive. Still, the merger faces a lengthy samuler of regulators not only in	land's future looking particularly Laurence Zuckerman in Hong shaky, the two banks said they Kong contributed to this article.
					Hong Kong and Britain but in the United States, where both banks have subsidiaries. The European	It's true! MONEY MAKES MONEY
	CHAN ON Pure 18	274 254 Controlog 16 17 16 45 46 184 64 Controlog 94 201 64 64 46 184 64 Controlog 94 201 164 156 164 164 164 164 164 164 164 164 164 164 164 164 164 165 164 164 164 164 164 164 164 164 164 164 164 164 </td <td>2014 11 21 22 111 114 124 134 144 134 144</td> <td></td> <td>deal. In order to win approval, Hongkong & Shanghai Bank will almost certainly have to quickly lift thing like it before," he said. "It is</td> <td>MANAGED FUTURES ACCOUNTS Guaranteed Capital Program Over 30 Years Of Experience</td>	2014 11 21 22 111 114 124 134 144 134 144		deal. In order to win approval, Hongkong & Shanghai Bank will almost certainly have to quickly lift thing like it before," he said. "It is	MANAGED FUTURES ACCOUNTS Guaranteed Capital Program Over 30 Years Of Experience
	.0W3				its veil revealing the size of its hid- den assets, something Hong Kong laws permit to go undisclosed. In Hong Kong, there was con- tern Tuesday about political rami-	write or call today DUNN & HARGITT INT'L GROUP dept. HW392 6 Avenue Lloyd George, Bax 5, 1050 Brussels - BELGIUM
			19 514 Milerap - 15 2428 1134 11 1154 444 1334 60% Milesit - 42 1960 1254 1264 126 426 1976 60% Milesit - 17 2084 1144 1145 1145 446 1976 69 Milesit - 15 924 1044 94 1044 446	Imps, type volument 34 23 as 114a 11 115f +4a 336 145 Volument 34 23 as 114a	fications. As the main issuer of the colony's banknotes and the instru- ment the Hong Kong government was to lick the Hong Kong dollar strong retail base outside of Houg kong. That consideration has been gaming ever greater weight as the	Tel.: (2) 640 32 80 - Fax: (2) 648 46 28 "Agent enquiries welcome" Not ovailable in Belgium & U.K.
		3014 154 Digitis 2014 64 Digitis 1 Digitis 1 Digitis 1 Digitis		17 470 Viscort - 5 1400 1300<	the U.S. dollar, the bank has long been an establishment pillar. Last year, when the bank shifted its ownership from Hong Kong to	INTERNATIONAL DOLLAR RESERVES
				W-X:Y-2 40 24% WD 40 1720 444 17 100 27% 34% 34% 37% +1% 76 31% WD 70 Go 37% 710 21% 34% 34% 37% 11% 76 76% 71% WD 70 Go 37% 11% 71% 71% 71% 71% 71% 71% 71% 71% 7	London-based HSBC Holdings PLC in a bid to insulate itself from the risks associated with 1997, it made a strong effort to profess its INCEDENT DANK POMDANY	Fonds Commun de Placement managed by INTERNATIONAL BOLLAR RESERVES MANAGEMENT COMPANY
	Lows			1 1	commitment to the colony in the future. Now it may have trouble making the same case. "Before, they were just hanging irom 27th March, 1992 at Kas-Asso-	Société Anonyme 2, boulevard Royal, Luxembourg R.C. LUXEMBOURG B 18289
				144 (A Western 144 (A Western	up their shingle in London," said Kathleen Kearney, senior research manager at Ong & Co. (HK) "This really looks like they are comp off- shares will be payable with Dfig. 2.46	NOTICE To the Unitholders of INTERNATIONAL DOLLAR RESERVES
2 · · · -					There is also concern that the deal could invite hostility from Beijing. "How are the Chinese go- ter to be about the fast that card	Due to the decline in assets of the fund, the Board of Directors of INTERNA- TIONAL DOLLAR RESERVES MANACEMENT COMPANY informs the unitholders that it intends to liquidate the fund. The calculation of the net asset value per Unit, as well as the issuance and redemption of Units are suspended
	and in Bonie				tal raised by the quasicentral bank is going to be transferred to Brit- ain?" asked Steven Li, an analyst at	with effect from March 12, 1992. The Board of Directors will keep you informed on any further developments. The Board of Directors of
		114 114 <td>0-P-0 9 4% OCherty - 21 77 9 9% 9% - 4% - 4% 278 697 01 Care - 27 222 15% 14% 15% - 4% 78 33% 0ahap - 145 4% 4% 4% + 4% 15% 5% 0W 0H - 1303 16% 3% 10 - 4</td> <td>2344 174 134 17 -14 2344 174 134 17 -14 2344 174 134 134 174 -14 2344 170 2144 124 124 144</td> <td>Jardine Fleming Securities Ltd. Graham Jinks, an analyst with Barclays de Zoete Wedd Ltd. esti-</td> <td>INTERNATIONAL DOLLARD RESERVES MANAGEMENT COMPANY</td>	0-P-0 9 4% OCherty - 21 77 9 9% 9% - 4% - 4% 278 697 01 Care - 27 222 15% 14% 15% - 4% 78 33% 0ahap - 145 4% 4% 4% + 4% 15% 5% 0W 0H - 1303 16% 3% 10 - 4	2344 174 134 17 -14 2344 174 134 17 -14 2344 174 134 134 174 -14 2344 170 2144 124 124 144	Jardine Fleming Securities Ltd. Graham Jinks, an analyst with Barclays de Zoete Wedd Ltd. esti-	INTERNATIONAL DOLLARD RESERVES MANAGEMENT COMPANY
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Page 18	INTERNATIONAL REDALD TRIP	NE WEDNESDAY MARCH 18, 19	92		
EC and Eastern European affairs. We believe it is not the big ones that ones: it is the fast ones who beat the slow ones. Significantly, Western European aumber of U.S. multinationals such as international Business Ma- chines Corp., General Electric Co. and General Motors Corp., through its Opel subsidiary, are well abaed of their Japanese comparies. Jong best heir reputation for a being willing to endure a long period of early losses for a big pay- off in the future, Japanese comparies, along with ence, "argues Jürgen Ober, excentive of MBB's German subsid- argues Jürgen Ober, excentive director for East European operations at Munich-based Signation mang economies and a strong infra- structure in order to be successful. We're willing to operate with more. The Japanese pioneers in they also must shoulder an immemeABB found such operations as a loak Le Flock-Prigent, chairman of JJonsMust the business pioneers in to consting to start from scratch- they also must shoulder an immemeStreams faces similar obstacles in Crechaslovakia. "From an eco- social point of view, it probably makes sense to build a greenfield operation for East European operations at Munich-based Signation for the successful.MBB found such operations as a loak Le Flock-Prigent, chairman of JMust the business pioneers in to order to be successful. We're willing to operate with more. Incretainty.Streams faces similar obstacles in cretaint be- to the successful.MBB found such operations as a loak lee floce operate with what is there." Some companies, however, be- so over whelming that they solvay, for example, in addition to the successful operate operate operation of the descented Press the descenter operate operate operation of the descented Press the descen	 said. "We are a federation of com- banies, most welcome as represent- ing the world rather than any par- ing the world rather than any par- sent the long run, of course, one recognizes that it is not even when weak of, counts.' 			3% 1% 3% 2% 2% 3% 2% <	bohan Targ
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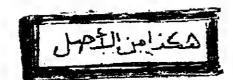
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official said.

year-long stock market slump.

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, MARCH 18, 1992

A 2-Year Slump Is Forecast in Japan

Brokers Face Cost Cuts

"More brokerages, including the Big Four, are likely to close more

offices amid the severe market circumstances," a Finance Ministry

Analysis expect most of the 20-odd listed brokerages to post net and pretax losses for the year ending March 31, because of the two-

Losses are likely to widen as long as daily volume on the Tokyo Stock Exchange remains below 500 million shares, analysts said.

Volume has averaged around 200 million shares a day so far this year.

pretax, loss of 20,28 hillion yen (\$151.6 million) for the six months to

Sept. 30, 1991 — the worst result of any listed brokerage — said it would close four outlets in late March, including two branches.

Among the Big Four - Nomura Securities Co., Daiwa Securities Co., Nikko Securities Co., and Yamaichi Securities Co., - only

Yamaichi has announced closures, shutting three small, unprofitable

The brokerages are unlikely to conduct Western-style layoffs but

will seek to decrease payrolls through attrition and reduced hiring, analysts and industry sources said. Employment at more than 200

brokerage firms fell 10,407 in the last six months of 1991, to 156,558.

offices. But Yamaichi also plans to open four new branches.

New Japan Securities Co., which earlier reported a current, or

ASIA / PACIFIC

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Citing Profit Squeeze, NTT Seeks Rate Relief

tled by Our Staff From Dispatches TOKYO-Nippon Telegraph & Telephone Corp., arguing that its profit was being squeezed by a price war among long-distance telephone companies, said Tuesday it wanted government approval to raise charges on local calls.

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While a number of companies compete in Japan's deregulated long-distance telephone market, NIT is alone in providing intra-city services, and these regulated services are extremely cheap, industry observers said.

NTT's president, Masashi Kojima, said the company would "be able to pull through in 1991-92" despite the fact that parent pretax profit for the year ending March 31 was likely to be slightly less than 350 billion yen (\$2.6 billion), down about 15 percent from 414.3 billion in the previous year.

"But next year will be cata-strophic unless we take aggressive measures," Mr. Kojima said, adding that NTT was slashing its profit estimate for the year starting April. 1 by 29 percent, to 250 hillion yen. That amounts to barely half of NTT's pretax earnings in the year to March 1988, its first full year of operation after shares in the former

wernment monopoly were listed in 1987.

yen a year, he said.

NTT's rate of 240 yen.

Mr. Kojima said the partly privatized telecommunications giant was facing the need to keep capital estment at record levels to modernize switching equipment. He said the new profit forecast.

"Even if interest rates go down, to be submitted to the government it's not really going to stimulate the economy," the executive, Main a few months, partly reflected forgone earnings from NTT's mosashi Kojima, told a group of for-eign reporters, referring to grow-ing calls for easier credit among le-telephone services, which are being spun off into a oew company in July. These services earn be-tween 20 billion yen and 30 billion business leaders and ruling party politicians.

The calls have gained in urgen-But the main factor behind the cy as the Tokyo stock market has reduced earnings is increasing comreached its lowest levels in five attion from recently licensed riyears. The Nikkei 225 stock averval carriers on long-distance do-mestic services. These carriers are age, after dipping below the key support level of 20,000 points on Teleway Japan Corp., Daini Den-den Inc. and Japan Telecom Co. Monday, recovered only marginally on Tuesday, to 19,917.63, up In April, the three plan to cut 80.47 points. their long-distance phone rates to 180 yea for the first three minutes,

Mr. Kojima, echoing recent comments by Prime Minister Kiifrom 200, widening the gap with chi Miyazawa, said much of the wealth generated in Japan in re-"We can keep our long-distance rates as they are and lose customers, cent years was "money carned by gambling rather than money or we can lower them and see our earned through sweat."

Agence France-Presse

TOKYO - Japan's economic

slump is likely to last for two years

before business recovers from the

speculative orgy of the 1980s, Nip-pon Telegraph & Telephone Co's president said Tuesday.

revenue drop," Mr. Kojima said. "Either way, our profits will suffer." Japanese banks need two years to really determine if they can (AFP, Reuters) recover bad debts," he said. The NTT executive also

stressed the need for a shakeout in Japan's real-estate sector, which, along with the stock mar-ket, was until recently a favorite playground for speculators.

anything, the government would James Sterngold of The New do to try to arrest the steady ero-York Times reported from Tokyo: Government and business leaders offered various solutions Tuesday for the stock market's weakness hut no one appeared Finance Minister Tsutomu a positive swing, then reversed

the Japan Securities Dealers Association said.

fears of a worsening economic Analysis said most traders ap-

Market's Limp Rebound

sion in investor confidence. The index has oow lost about half its value since reaching a peak on the last trading day of 1989. The market rose initially Tuesday, as some investors probed for

> when the large trust accounts held by corporations resumed modest selling pressure. In what is feeling more and

peared to be watching for what, if

more like a crisis atmosphere, ru mors spread that the government would intervene to ensure that the growing nervousness did not TOKYO — Japan's ailing brokerages have been slow to trim operations, but the worsening Tokyo'stock-market slump may force drastic cost-cutting measures, industry officials and analysts say. turn into a panic and that the seemingly codless crosion in stock values did not further undermine the already shaky confi-dence in the economy's health.

While there is a clear inclination in government and business circles not to let market forces take their course without some intervention, no one appears to want to take the first step. The only specific idea appears to be a reduction in official interest rates. The yen has been declining against the dollar, making a cut in rates difficult.

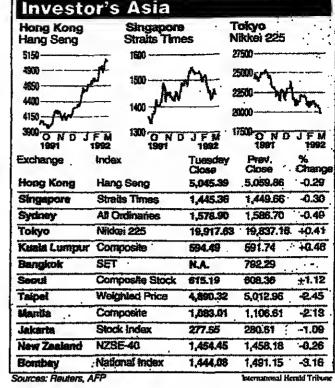
On Tuesday, Mr. Hata said that the monetary anthorities were holding private hearings into financial conditions and that they "are always in a standby position to deal with the situation properly."

That was taken as a hint that the Bank of Japan might cut interest rates.

The prime minister, Mr. Miyazawa, said the best thing for the market would be quick pas-sage of the government's budget, which is expected to stimulate the

sluggish economy. Mr. Miyazawa hinted, too, that the government was contemplating some short-term measures to

bolster investors' confidence. Kozo Watanabe, the minister of international trade and industry, said Tuesday: "It is vital for commercial banks to drastically cut their lending rates, providing funds for corporate spending."



Very briefly:

. Hyundai Group was warned by South Korea's five major economic organizations to stay out of the general election campaign and not to support the political amhitions of its founder, Chung Ju-yung; Hyundai denied it was funding Mr. Chang's Unification National Party.

• That Airways International Ltd.'s offering of 40 million shares at 60 baht (\$2.34) to small investors was expected to be oversubscribed following strong early demand, brokers involved said.

 Sharp Corp. said it lowered its forecast for parent current profit for the year to March 31, to just above 70 billion yen (\$523 million) from an October forecast of 81 billion and the previous year's 80.23 billion; it cited weaker sales of audio and video equipment and semiconductors.

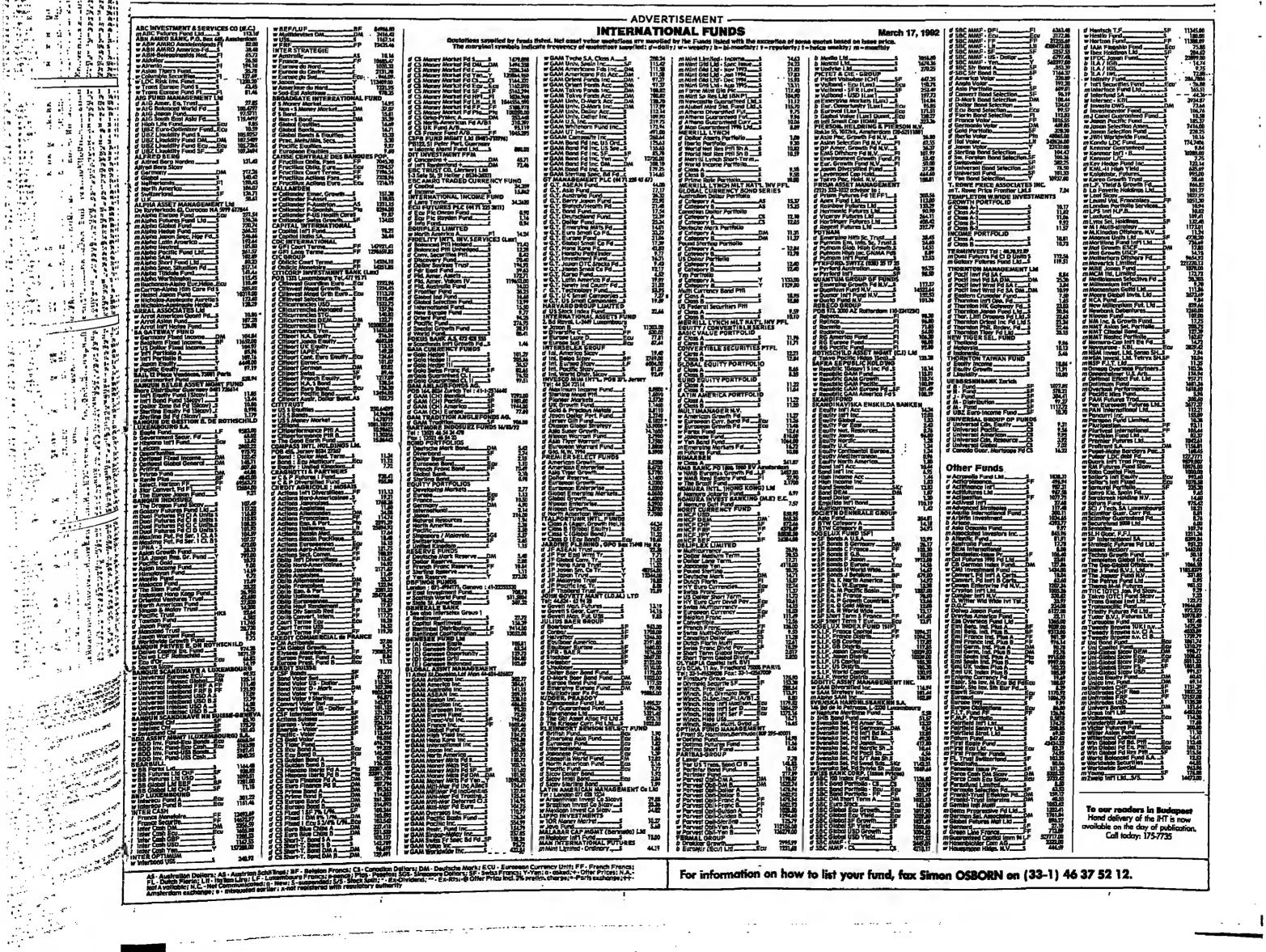
• Coles Myer Ltd., Australia's largest retailer, unveiled a 200 million New Zealand dollar (\$109 million) plan to float 60 percent of Progressive Enterprises, a supermarket chain that will rank as New Zealand's 14th largest company by market capitalization.

• Taiwan's parliament adopted a resolution demanding the government sign a pact with China to protect Taiwan investments on the mainland.

 Tata Engineering & Locomotive Co. of India will manufacture automobile engines and spares for Germany's Daimler-Benz AG, which owns 10 percent of Tata, an Indian newspaper reported.

Shell International Petroleum Co. said it signed a joint-venture pact with state-owned PetroVietnam to build a lubricants plant in Vietnam. China and Vietnam are orgotiating two projects to overhaul Vietnam's aging steel industry, an official Chinese report said.

 Malaysia said a review of advertising rules was oot directed against U.S. products; industry sources said the government recently told distributors of U.S. potatoes, Washington apples and California grapes that their advertisements could oot be shown. Reuters, AFP, AP



Yaohan Targets China, Seeks Asia-Wide Growth

Compiled by Our Staff From Dispatches

SINGAPORE - Yaohan International Co., the Japanese merchandising giant, plans to expand its Asian network aggressively over the next several years, particularly in China, Chairman Kazuo

Wada said Tuesday. The company has just bought 40 percent of World of Sports, a major Singapore based sporting goods chain, through its holding company International Merchandise Mart, said IMM's chief executive, Mitsumasa Wada.

World of Sports has 220 outlets throughout Asia, and is about to open another 25 in Singapore, Mitsumasa Wada said. The chain's sales are expected to reach 400 million Singapore dollars (\$241 million) this year, he said, but declined to divulge the price paid for the chain.

Kazuo Wada, the Yaohan chairman, said: "We will set up Asia's biggest shopping center in Shanghai by 1995 with a total floor space of 100,000 square meters," or just over 1 million square feet. The center would cost \$100 million, he said,

Yaohan opened Tuesday a 200 million Singapore dollar complex ere. (Reuters, Bloomberg)

China Models Hainan Trade Zone on Hong Kong

SINGAPORE - A \$25 million free-trade zone to be built on China's southern island of Hainan by Japanese-led investors will be mod-

eled on Hong Koog's free-wheeling economy, Chinese officials said Tuesday in Singapore. The 15-year project, which will include ports, hotels and business centers and was approved by Beijing last week, will be built in the Yangpu area of Hainan, the officials said. "The Yangpu Economic Development Zone

will be more open than the other four of China's special economic zones for foreign investors,"

said Xiao Ceneng, deputy director of Hainan Province Economic Cooperation Department. "It will be modeled after Hoog Kong's freemarket economy."

There will be no restrictions on remitting foreign currencies in and out of the zone, he said. "We are now considering allowing foreign

hanks to accept deposits and lend money in the Chinese currency in the new zone," Mr. Xiao added. "They are oot allowed to do so in other economic zones."

Foreign investors also will be allowed to trade directly with Chinese manufacturers in ocver 30 square kilometers (11.5 square miles).

the zone but they must approach Chinese producers through state-owned trading firms in other parts of China, said Xie Ruxi, vice direclor of Hainan Province Trade Department.

Kumagai Gumi (H.K.) Ltd., 35 percent owned by the Japanese construction con Kumagai Gumi Co., will invest between \$19.2 billion to \$25.6 billioo in infrastructure in Yangpo over the next 15 years, Mr. Xiao said.

Kumagai Gumi in return will have a 70-year lease to nm the free-trade zone, which will

"The question is who of these real-estate people will survive and who will die," he said.

ready to act. Hata urged Japanese to react "coolly and cautiously" despite slowdown.



dition and scheduled for further foul ball and rushed into emergency surgery.

Page 20

"The doctors have given the An-gels no reason to believe that the injury is life-threatening," a team spokesman, Tim Mead, said Monday night. "He is resting in intensive care.

Keough, 36, who has not pitched in the majors since 1986, was invited to the Angels' camp this spring. He was sitting in the third-base dugout during the California-San Francisco exhibition game when he was hit in the right temple by a line-drive foul ball off the bat of the Giants' leadoff batter, John Patterson, in the first inning.

Keough underwent a craniotomy at Scottsdale Memorial Hospital, across the street from the playing field, to relieve pressure caused by a blood clot on the brain.

By Joe Sexton

New York Times Service

lawyer for the woman who has accused three

players for the New York Mets of raping her

last year says that his client anticipated the storm of publicity that has raged around the case and that she is determined to see the

"She knew it would be difficult," said

Bernard Dempsey, an Orlando lawyer who is counseling the New York City woman. "But it's her intention to cooperate fully

with the aothorities and she intends to con-

The lawyer for Dwight Gooden, the pitch-

er who along with outfielders Vince Cole-

man and Daryl Boston have been identified

as the subjects of the investigation, said he

interpreted the woman's formal rape com-

plaint as part of a strategy that could have as

The woman, who says she was raped in the

early hours of March 30, 1991, in a house rented by Gooden, filed a complaint with

police here on March 3. Dempsey accompa-nied her as she gave her statement.

"It seems strange to me that she waits

its aim a civil suit against the players.

tinue to cooperate with them to the end,"

investigation through to its conclusion.

PORT SAINT LUCIE, Florida - The

ifornia Angels, was in critical con- or pool of blood inside the skull. Keough's father, Marty, a forwas in the stands at Scottsdale Stadium when the accident happened.

Other members of Keough's family were flown in by the Angels sons. to Scottsdale, a suburb of Phoenix, Bues Send Smiley to Twins Mead said.

The Angels' manager, Buck Rod-gers, said: "It was awful It sound-Minnesota Twins on Tuesday for ed like it hit a squash."

Don Robinson of the Angels, who was pitching at the time, said: "It hit him flush in the face. He didn't have a chance to get out of the way."

Keough is trying to come back from two rotator cuff operations,

spring, allowing one run in five

Dr. Gordon Deen performed the only twice before developing shoul-SCOTTSDALE, Arizona — surgery after a brain scan revealed der problems. He was with the Matt Keough, a pitcher for the Cal- an epidural hematoma, a blood clot Hanshin Tigers of Japan's Central League from 1987 to 1990. In 1980, Keough won 16 games

brain tests Tuesday morning, a day mer major league player and now a for the Oakland Athletics and was after he was hit in the head by a scout for the St. Louis Cardinals, voted the American League's comeback player of the year. He is 58-84 with a 4.17 earned-run average in seven-plus major league sea-

SPORTS BALL

The Pittsburgh Pirates traded

top pitching prospect Denny Neagle and a minor-league outfielder, The Associated Press reported. The Pirates were faced with the possibility of losing Smiley to free agency at the end of the season, as

they are with outfielder Barry Bonds. Tuesday was Smiley's 27th hirththe latest 11 months ago. He was scheduled to relieve Robinson and pitch three or four innings. Keough has pitched twice this

lead in victories with Minnesota's innings. He was invited to the An-gels' camp last spring, but pitched vine and Detroit's Bill Gullickson.

Lawyer Says Woman Won't Drop Assault Case Against Mets

Ian Botham had a langh at practice Tuesday as England's

For Lineker a Night for Gifts, Maradona a Day of Reckoning

ONDON - In a gesture that shows the human L face of soccer, John De Wolf will on Wednesday seek out Gary Lineker to offer a gift for Lineker's baby

son, who is battling against leukemia. What De Wolf gives Lineker an hour later is another matter. For they are opposites and opponents, and once the whistle blows for the second leg of Tottenham Hotspurs' quarterfinal against Feyenoord, the Dutch defender will be not to give an inch to the English goalscorer.

So he it. That is the nature of the sport, of this contest at any rate. The Feyenoord-Tottenham en-

counter is already a pragmatic affair, Rob with the financial Hug with the financial futures of both Hughes

teams riding oo the Dutch protecting their goal scored after a defen-

sive error in Rotterdam two weeks ago. De Wolf, the symbol of Feyenoord's containing style, will be Lineker's policeman, his jailer this night. And there would be Dutch relief rather than sympathy if the vulnerable hamstring that has plagued Lineker tweaks again.

The game, the business, is that hard, that unloving. The game, the business, is that hard, that unloving. Yet the hour before he attempts to stop Lineker from playing will, through De Wolf's private gift, be the children's hour. He echoes many feelings when he says: "As a father myself, I know what he has

experienced." We probably can only guess. George Lineker is five months through an excruciating nine months of che-motherapy ireatment, and as his father told the Queen of England a week ago: "So far, Ma'am, so good."

Wednesday is also a year to the day that Diego Maradona's drug addiction became public knowledge. The superstar failed a routine dope test in Naples and soon afterward fled to Buenos Aires, where he was thrown into greater limbo after being apprehended with yet more cocaine.

Perhaps by coincidence, possibly by some Latin taste for irony, this Wednesday is scheduled for his judge, Amelia Berraz Vidal, to pronounce whether we are likely to see the little genius ever perform again. Judge Vidal's duty is to determine whether painstaking and costly attempts to wean Maradona off his dependency have worked or have a chance of working. If her verdict is yes, Maradona is free to leave Argentina, free to reconsider his gut reaction that he will not play again when his world ban concludes on June 30. If Maradona is still hooked, he faces criminal trial.

It is impossible, after all that has been said by him and of him, to be sure of anything. One moment he detests the game and all it did for him; the next he loves it with a childhood passion he oever outgrew.

month to parley with Napoli's president, Corrado Ferlaino, who has never given op his contractoral claims to Maradona's last years. It would be a less than rapturous "homecoming," with a suspended pris-on sentence imposed for his drug involvement in Naples and a paternity suit forever threatened.

The critical questions are: Can he play, should he play, and where?

. *.:

Let us get one thing straight. Maradona's cocaine abuse was never cheating the Ben Johnson way. Maradona's drugs were an escape from fame, not an aid to performance. The 15-month ban by Italy, endorsed by-FIFA, was therefore about right. But even if he has kicked the habit, he will find that America and Japan. the two havens he set up for himself, will more thanlikely put up unwanted signs.

If he wants to play - and I am convinced he won't cope unless he tries - Italy or Argentina are still his playing fields. There is more money, and more danger, in Naples.

Ask yourself what else can he do? In Buenos Aires he proved pitiable in a TV soap opera. His countrymen poured scorn on him, he retreated even furtherinto public utterances that were either hallucinatory orsinister

Without meaning to, Luciano Pavarotti came close to diagnosing Maradona's dilemma. On BBC TV, promoting a record released to aid multiple sclerosis victims, the singer discussed his own dream of becom-ing a football star, and his lot as merely a great tenor. THE TWO are drastically different, "Pavarotti said, "In music, I have to sing to regulation. We cannot make a mistake, can never exceed what is written. It is the same for every actor.

"In football, it is imagination, genius, gen Every movement is different, every game different from the other. The No.9" — which Pavorotti at-three goals in the second half and become a god."

Like most Italians, the man knows his soccer. He knows that Maradona is perhaps the most instinctive. No. 10 there has been, and that there is no other stage," acting or anything else, onto which he can perform .

What happens when age rules out soccer only timewill tell. It hasn't come to that yet: Maradona is 31 and, will tell. It hasn't come to that yet: Maradona is 31 and, chastened as be is, the sport would welcome him back. Europe right now is desperate for imaginative No. 10s, with Rmid Gullit's injury jinx having struck, again. On the verge of a \$7 million contract to stay at AC Milan until 1995, be was hurt last Sunday when he

tore another cartilage. Meanwhile, England's Paul Gascoigne enters the crucial phase of rehabilitation from the wrecked knee joint that quashed a move from Tottenham to Lazio of

Rome 10 months ago. Others have come back from the injury Gascoigne inflicted on himself. But his temperament is unlikely to adapt to a more judicious use of his talents and his' movement. It is all or nothing for Gazza. And with the examination to decide whether Lazio takes him set for-May, he moves gingerly.

This week, a month ahead of expectation, he had the surgical wires removed from the right knee. He has played in gentle five-a-side training, and the task now is to restrain him.

It is like keeping a playful puppy down. But restrain him, his keepers must. There are too few No. 10s insoccer already.

Rab Hughes is on the staff of the Sunday Threes.

and a second second

"I'VE SEEN THE BEST OF from the late 1960s, when his avid sup-IT": Memoirs port of the U.S. in Vietnam led him to lose touch with his audience. As he him-By Joseph W. Alsop with Adam Platt. self puts it, "The truth is, I could no

ney at her side," said Joseph H. Ficarrotta, spell them out. Gooden's lawyer in Tampa. "It appears there is a lawsuit in the making." But friends of the woman have said that she mentioned the incident well before making the formal complaint to the police. One friend, who spoke on the condition of ano-

after it happened and has since sought coun-

then arrives with a high-powered civil attor-

this friend.

said. "The only thing she retained me for was to provide herself with someone in Florida she could turn to for advice in what she knew was going to be a very trying period." Dempsey declined to discuss the specifics of his client's complaint, and would offer no public explanation for the delay of nearly a

BOOKS One remembers Alsop most vividly capital's social swim, where he mixed deportment by which the members of Alice Roosevelt Longworth.

with everyone who couated, from his cousin the president on up to his cousin World War II took him to Burma, where he served with Colonel Claire L. columnist bases his material solely on Chennault's American Volunteer Group and witnessed the catastrophic (for fu-

what he calls "the WASP Ascendancy" identified one another. He offers advice on how to write a political column: "I believed then, and believe still, that if a personal conviction, within six months the problem of becoming repetitious



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B UT AFTER swearing he would never see Naples again, there are plans for him to fly there next

Officials who do speak most frequently speak two words: "No comment." The police say they are following the same procedures they would in any case of this

Ficarrotta said Gooden had oot yet been because of the din of attention focused on

"The allegations are totally untrue," said Ficarrotta. "Dwight Gooden and people like nymity, said the woman told him and other friends in New York about the incident soon him are apparently fair game for people to go after. As the lawyers debated the woman's moti-

seling. "She really has gone through a lot," said

insinuation that a financial settlement from

year before she came forward.

Dempsey hluntly dismissed Ficarrotta's the case. a civil damages suit was involved. "We haven't even thought of it; it hasn't even been a matter of discussion," Dempsy

vation, the police received a several-page report on what the authorities would only say was "physical evidence" connected to Lieutenant Scott Bartal, who is involved in the investigation, refused to discuss the

The police said they had not yet talked to here, a comfort the players but expected them to cooperate, and palm trees,

nearly a year to make her complaint and the specifics of the investigation contained lice, and he said that when, and if, he was,

"All we are doing is trying to corroborate the many things she said happened," Bartal

said of the woman's statement to the police. "We're talking to people who might have some information that might help us."

He also insisted that published reports of asked to appear for questioning by the po- the case.

oumerous inaccuracies. But he would not Goodeo might invoke his Fifth Amendment protections and decline to answer questions. Ficarrotta said Gooden was innocent of He added, though, that by law Gooden and the other players could be forced to all of the allegations, and he said Gooden had been, and would continue to be, cooperative with the police in their investigation. provide the police with blood and hair samples as well as photographs of them-

World Cup cricket team got the happy news that its captain,

Graham Gooch, will play Wednesday against Zimbabwe.

selves. Bartal said that while the woman was in Florida to file the formal complaint she was

shown a collection of photographs, including those of the three players for the Mets. He would oot say whether the woman positively identified any of the three as her attackers.

Much like the atmosphere in the Mets chibhouse here, virtually a curtain of silence has fallen around the case in official circles here, a comfortable coastal town of pines

nature. Their silence is amplified, many say,

· · .

Christopher Lehmann-Haupt

T N a preface to these memoirs written L shortly before he died on Aug. 28, 1989, at 78, Joseph W. Alsop says that when his doctor told him he had lung cancer, the ocws did oot greatly surprise him, since he had smoked 95 cigarettes a day until oot so many years earlier.

He adds: "To my more real surprise, the oews did not enormously distress me, either. I have had an improhably lucky and satisfying life." As his title puts it, "Tve seen the best of it."

He certainly saw one extreme of life, if one is to judge from these appealingly personal memoirs, which take him from his childhood through nearly half a century as a ocwspaper columnist and up to the assassination of President John F. Kennedy. They were written by a younger friend, Adam Platt, because the coosequence of Alsop's bypass surgery in 1982 was, for reasons he oever quite understood, "near-total writer's hlock."

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us for their reading needs.

495 pages. Illustrated. \$29.95. W. W. Norton & Co. Inc., 500 Fifth Avenue, New York, N.Y. 10110. Reviewed by Christopher Lehmann-Haunt ture Chinese-American relations) wran-Theodore and Franklin D. Roosevelt, he was nevertheless reared as a "cosseted child of privilege" on a gentleman's farm in Avon, Connecticut, and sent off to Groton and Harvard for his education. His life might have continued to be a feast of books and drinks at the Porcellian Cloh had not his grandmother noted that his letters to her from Harvard showed a talent for writing and thought to persuade "dear Helen Reid" to give him a job at the New York Herald Tribune, which the Reids then owned,

He went to work for the Trih in 1932, and hy the end of 1937 he had been assigned to Washington, given his own column to write and plunged into the

JUMBLE. By Horn Arnold and Boo Las

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STOTS, GUIS.

I REALLY AP-PRECIATE IT.

ple between Generalissimo Chiang Kaishek and General Joseph W. Stilwell. Peace took him home again to what he describes as the mediocrity of the Eisenhower administratioo and the abomination of McCarthyism, which he and his younger hrother Stewart, who by then co-wrote the column, attacked unstint-ingly. Finally came the chimax of his career, when his good young friend John F. Kennedy was elected president. And then abruptly J.F.K.'s life was

cut short, thereby rohhing the country of someone who Alsop believes would have been a great enough wartime leader to have stayed the course in Vietnam.

Up to a point, Alsop invites the reader into what he calls "my world." He shares some of the strict rules of dress and

Weeks or list are not

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The New York Times This last is based on reports from more than 2000 bookstores throughout the United States. Newto or list are not necessarily concentrates.

FICTION

1 THE PELICAN BRIEF. by

Iohn Grisham RISING SUN, by Michael Crichton THE ROAD TO OMAHA, by

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Giancana and Chuck Gian-

NONFICTION

FROM

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than Kellerman

by Robert Stone

REVOLUTION

raises its ugly head in an inflamed way. Yet at the same time he keeps the reader outside. He repeatedly laments the snobbery and exclusivity of his world, but he leaves considerable doubt that he would have wanted it any other way. And while he scemingly presents the intimate details of his life, at the same time he withholds them.

As he writes of his travel experiences: "The world I was born into was, quite simply, a beautiful place. The world I shall leave before long is downright ugly. except in patches protected by their remoleness But he saw the best of it, and he shares

a little of it with us. Christopher Lehmann-Haupt is on the

3 DEN OF THIEVES, by James

UNTO THE SONS, by Gay

BROTHER EAGLE, SISTER

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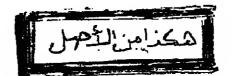
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staff of The New York Times.





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NCAA Bid: For Small Schools, Just the Ticket

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SPORTS SI

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it for Gifts," -of Reckoning By Steve Berkowitz Washington Part Service WASHINGTON — At one moment Missis-sippi Valley State University's president, Wil-liam W. Sutton, is talking about not wanting to overemphasize sports. He is talking about the School band's being sciented to play driver school band's being selected to play during President George Bush's recent visit to Missis-sippi. Hc is talking about some of the school's academic achievements.

The second straight Maradows of signature and straight Maradows of signature straight from fame, not signature and straight from fame, not signature and straight but even its about right. But even its and that America adds the straight for humself, will mare Then, the next moment, he is talking about the degree to which Mississippi Valley State owes its existence to the basketball team's ap-pearance in the 1986 National Collegiste Ath-letic Association's championship tournament. And he is talking about how much more the and i an convinced to a state of an convinced to a state of a stat school will be helped by its first trip back to the tournament since that crucial one in 1986. in Buenos in State don in Buenos in State of the state of the state in the retreated even be in the state of the state of the state in the state of the s

The name Mississippi Valley State has been appearing in the press since the Delta Devils won the Southwestern Athletic Conference tournament and an antomatic NCAA tourna-ment bid. There will be more coverage this week as its first-round game approaches and is played. Eventually, there will be a hefty check for its there of a there will be a hefty check for its share of tournament revenues.

Months from now, Mississippi Valley State may see increased student enrollment, fund-

raising and perhaps even a couple of recruits. Nearly all of these things also have happened to Southwest Missouri State, which will be making its fifth NCAA tournament appearance in six years and its seventh consecutive postsea-

"Basketball has become a big breadwinner for us," said Southwest Missouri State's athletic director, Bill Rowe. He added that the team's success was a main reason why in the school's athletic fund-raising rocketed from \$42,000 in 1982 to \$1.2 million in 1991. Along the way, Southwest Missouri State has

received a \$400,000 gift from alumni John and Novella Whittington that endows scholarships for the starting five players.

"If they didn't like the success and the way the program is handled — they like the way Charlie handles the program," Rowe said, re-available in the 64-team field. Because three ferring to Spoonhour, the coach. "If you have a

good program, people are going to give more consideration to making a gift like they did." Pat Kennedy, now the coach at Florida State, recalled his years at Iona, which included four consecutive postseason bids — two for the National Invitation Tournament, two for the

NCAA tournament "It's an ultimate dream at an lona to be in the

NCAA tournament," he said. "That's why you see those teams react the way they react" when

they win the conference tournaments. Teams like Mississippi Valley State, Dela-ware and Campbell. Teams like Howard, Eastern Illinois and Fordham. Last season, Fordham won 25 games, won the Patriot League regular season and tournament championships, then lost a play-in game that became necessary when the number of conferences eligible for automatic bids for the NCAA tournament was available in the 64-team field. Because three conferences did not meet the NCAA's require-

In Florida,

A Shocker

ranking and his confidence. Mission accomplished.

ers Championships.

er ever to beat Edberg.

still supplant him as No. 1.

Chicago with one pro title to his

Courier barely advanced him-self. The defending champion

was struggling against Andrés Gómez in their final set when the

veteran from Ecuador retired be-

many years."

credit.

The Associated Press

Tennis Is

ments for an automatic bid this season, the

play-ins have been temporarily eliminated. "There's no substitute for getting in," said Fordham's coach, Nick Macarchuk. "For other schools, who have been to the tournament millions of times, it may not be that important."

But "for us" be said, "we're really happy." But even Fordham's happiness this season cannot match what Mississippi Valley State felt in 1986. In the face of statewide budget prob-lems that year, the Mississippi College Board bad many state of the state with the state of the st had recommended in January that the state legislature close a number of state schools, including debt-ridden MVSU. Although the legislature did not act on the idea, the me Sage was clear: Valley State was in deep trouble. In March, however, the Delta Devils won the SWAC tournament. Then in the NCAA tournament, they lost by 85-78 to Duke, which was ranked No. 1 in the country and went on to reach the national championship game.

Sutton wasn't MVSU's president at the time,

but he and other university officials said they believed that the publicity and revenue generat-ed by the team's success helped save the school. "I don't think it was the only factor,"

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Sutton, who became president in July 1988. "But I think it was a factor." Hc added, "Anything that heightens the im-age of an institution helps when people are

questioning its existence." Like most conferences, the SWAC has a revenue-sharing program that enables each school to receive some NCAA tournament money each year no matter which one actually plays. But as is the case with most conferences that have revenue-sharing, the school that goes to the tournament receives the biggest share. Of course, the NCAA tournament can mean

much more than that revenue check. Howard's athletic director, David Simmons, said the Bi-son "just have to" have a new facility that is larger than 2,500-seat Burr Gymnasium. But he knows there is no way that will happen if the

team draws crowds in the hundreds, as it did while struggling early in the numbers, as it of Bison moved into first place in the Mid-Eastern Athletic Conference, sellouts became regular. Now, with the tournament beginning this

Page 21

week, Simmons cheerfully described the athletic department as "a zoo." For other schools, there is a correlation be-

tween winning places in the tournament and losing coaches. For example, after Les Robinson got East Tennessee State to the 1989 and 1990 tournaments, North Carolina State hired him.

An assistant, Alan LeForce, took over. He has led the Buccaneers to two more NCAA tournament bids. But that kind of sustained success also is a product of recruiting. And in conferences that usually receive only their automatic bid, a program that establishes itself as a perennial contender for an NCAA bid can gain an enormous edge over its rivals.

The impact an NCAA tournament bid can have on a school may not always seem to make sense. But as Sutton said: "When the basketball team represents the school in the NCAA tournament, it heightens the image and respect for the school. I'm not certain whether that's right or wrong, but that's the way it is."

Manager to sine to remine **Pleasure and Pain at Howard**

Beard Has Team in NCAA Tourney, but It Isn't the NBA

to Louisville.

By Harvey Araton New York Times Service

entry actor. entry actors for the second se which later NEW YORK --- Moments after Howard University and become a lar had beaten Florida A&M for the Mideastern Athletic Tar. knows bis son Conference tournament title in Norfolk, Virginia, Butch Beard received a congratulatory hug from his is the most inst son, Cory, along with a heartfelt apology. "T'm sorry, Dad," Cory told his father. "I should've been able to help yon win." A 6-foot, 4-inch (193-centimeter) freshman gnard, there is no energy which he can pate Tates cut societ and

Cory was Howard's second-leading scorer through the first 11 games of the season before he flunked off the team. The coach was not as disappointed as the team's

Juny parties in the second sec academic adviser. "Wc knew, academically, that Cory was a little borderline," said Butch Beard, the holder of both job titles at the school in Washington, D.C. "But it was disappointing for him, and for me."

His son, Beard knew, had no

one to blame but himself. There

would be no excuses made. Cory

was handed a scholarship. He

tion at the University of Louis-

This was not the first time that

refused to believe he didn't have it in him.

the 44-year-old Beard had to expe-

Fait Gascoigne ene - - from the works! tor: Tottenhampla

Maradona e g

would welcome int

international and a second second second

at als burt last Sundaying

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Cilemma On BR

19 to sing to regional

Stern actor.

tats from the upar last is from a family that has known success in higher education. - 15t of his talents z. His father has a college degree. Ruth Ann Beard, his mother, is - fer Gazza. Andre j Lazo izkes ing completing a doctorate in educa-......

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a the state of the The Le wolen Net

rience a mix of professional and personal frustrations. For years after his 10-year career in the National Basketball Association as a journeyman point guard, he hung around the league in various roles, hoping for the chance to be a head coach. As an assistant under the second s Red Holzman with the New York Knicks and Willis Reed and Bill Fitch with the New Jersey Nets, he

ville.

Beard — the player — was all but one of the above. While Rick Barry was the engine that drove the

3

coach in the NBA. Some people believed Beard might have been too outspoken for his own good. That never seemed to be a handicap for men like Hubie Brown --- the greatest basketball mind to ever produce a 45 percent NBA hook

enough fingers to

of white 'role'

players, all

career winning percentage — and Doug Moe. Or Kevin Loughery and Bill Fitch. Or Earl Weaver and Billy Martin, not to let major league baseball off the It is an old yet valid criticism that blacks who have

Beard refused to wait for the ax. After a game in New

Orleans, be handed Reed his uniform and went home

act was to bring Beard back as his assistant. And Reed,

when he resurfaced as the coach of the Nets in 1988,

did likewise. But there were no offers to be a head

When Holzman relieved Reed weeks later, his first

gotten head coaching jobs in the NBA have tended to be former su-Beard doesn't have perstars, like Reed and Bill Russell. They also tend to be low-key, unthreatening personalities, like K.C. Jones and Don Chaney, who were fired this season by Seattle count the number and Houston, That leaves Wes Unseld and Lenny Wilkens, two

more outwardly placid men, as the only black head coaches in the contemporaries, now league. NBA head coaches. The NBA, by reputation an oasis

denly has as many blacks in head coaching positions as the National Football League.

"That stuff has been going on for a long time," said Beard, who doesn't have enough fingers to count the number of white former "role" players — all of them his contemporaries in the NBA — who now are holding jobs as head coaches. For a starting five, Chris Ford, Mike Dunleavy, Rick Adelman, Matt Guokas and Allan Bristow came to mind. Off the bench, Pat Riley, Phil Jackson, Don Nelson and Jerry Sloan.

Beard had one year left on his contract as Fitch's assistant when he accepted the job last season at Howard, a predominantly black school. He decided it was time to get off a line that didn't appear to be



The 289th-ranked Robbie Weiss got a rise out of beating Stefan Edberg in the International Players Championships.

shouted at one fan. The match contrasted Ivanise-vic's power with McEnroe's deft semifinalist in 1977.

uck) 10-19-13-31. New

touch. The American won the Jimmy Connors lost his last

The Amodated Press guard for the Tigers, as a first-team NEW YORK — Christian selection. The 7-2 O'Neal was four votes shy of being a unanimous Laettner, who led Duke to the national championship last year and pick.

team. Shaquille O'Neal was the lone repeater from 1991, giving LSU its was too slow and his feet were too fourth first-team selection in as big. He was encouraged to be a

many years. Alonzo Mourning of Georgetown and Lacttner were the only seniors selected Monday as O'Neal my Jackson of Ohio State. (See Scoreboard)

The 6-foot, 11-inch (2.13-meter) Lactiner, a second-team selection as a junior and the most valuable player in last year's NCAA finals. was named to the first team on all 63 ballots by the same nationwide poll of writers and broadcasters that selects the weekly top 25. Vot-ing was done on a 5-3-1 basis.

Laettner averaged 21.9 points and 7.9 rebounds for the Blue Devils, which held the No. 1 ranking all season as defending NCAA champions. His game has been augmented of late with a new weapon - the American leaves the school one

3-pointer. Laettner has made 47 of 22 attempts, 57 percent. "I think I practice as hard or as long as anyone on our team or "UCLA from 1971-75. The Bruins, anyone that I've come across in who had Lew Alcindor as an Allfour years," Laettner said. "I think American from 1967-69, did not

that is a strength of mine. It's some- have a first-team selection in 1976 thing I need to keep in my person- and then had at least one for the next th Duke's last All-American was O'Neal averaged 23.6 points, was the nation's second-leading re-Danny Ferry in 1989 and Georgebounder (14.1) and tied for the top town was last represented two seaspot in blocked shots with Mournsons prior to that by Reggie Wiling (5.0). O'Neal became the 43d liams. Ohio State last had an Allplayer to repeat as an All-Ameri-American in 1964, when center can. His appearance as a sopbo- Garry Bradds repeated, and Miner more last season followed the con- is the first such selection from the secutive years of Chris Jackson, a Trojans.

back atop the rankings this season, was a unanimous choice for The Associated Press All-America Dale Brown, the LSU coach. "Shaquille was cut from his high school team as a freshman and was told be

big. He was encouraged to be a goalie in soccer. Now he repeats as first team All-American. Hard work and perseverance do pay off." Miner, the guard who averaged

first-team votes. Jackson, a 6-6 swingman who was a second-team selection last season, received 58 first-tcam votes, while Mourning, at 6-10 the latest of the strong centers to

Jackson averaged 23 points, 6.8 rebounds and 4.1 assists while shooting 45 percent from 3-point range.

and 11 rebounds and was the only player above the sophomore class on the Hoyas' roster.

LSU's four-year run with an All-

The second-ranked Swede was serving with a 40-15 lead in the final game, but Weiss won the final four points of the match.

ployed and a moron?" McEnroe said McEnroe, whose No. 34 ranking is his lowest since before

was joined by fellow juniors Har-old Miner of Southern Cal and Jim-thrills per game, was named on 52

Duke's Laettner,

LSU's O'Neal Top

All-America Team

thrills per game, was named on 52

emerge from Georgetown, had 37,

Mourning averaged 21.5 points

Beard did his share of the steerin as that team's second-best contributor in assists and rebounds, while third in scoring and second in the league in field-goal percentage.

1974-75 NBA champion Golden State Warriors,

. Some players in American team sports have what is

regarded as the look of a future manager or coach.

Usually these players are not the super-skilled as much

as they are tough, smart, authoritative, overachieving

and - last but certainly not least - white, Butch

Wherever he went - from Atlanta to Cleveland to Seattle to Golden State to New York - Beard was a

eader who was never afraid to say what he thought. Even those who didn't like what Beard had to say had to respect his candor. When Reed, then coach of the Knicks, was about to cut him in November 1978,

SCOREBOARD

BASKETBALL

IC IFONL

After an 8-20 first season, Beard's team is 17-13, 12-4 in the conference and making its first NCAA tournament appearance since 1981. Hc says he is happy. But he does look back.

Sometimes I wonder, 'What would have happened if I stayed with the Nets and they did decide to replace Fitch a few months ago?" said Beard. He knows the answer, actually.

"I think," he said, "this was a good move for me."

cause of a sore left ankle. McEnroc, playing singles in South Florida for the first time Ivanisevic twice. since 1981, traded barbs frequently with taunting fans as he outlasted lvanisevic in 2 hours, 39 minutes. tennis 1 ever saw from him."

"Do you have any problems, "Any time you can beat a top 10 player, it's a huge win for me," other than that yon're unem-

final three games, breaking seven service games and the match fourth-ranked Pete Sam-"He was out of control," pras, 6-3, 6-2, in their first meet-Ivanisevic said, "Those three games he played were the best

"I don't think I'm in as good a shape as I should be, but that's why I'm playing at this time of year," said Connors, 39.

Raiaci Navaa, pilchers: Mark Balley, catci er: Andras Santana, infleider, and Stave He say and Ted Wood, outHeider, to minor leagu

FOOTBALL

al Fot

and Rob Corpenter, wide receiver. Re-signed Blaise Bryant, running bock.

PITTSBURGH-Signed Duval Love, guard,

MINNESOTA-Agreed to ton

Crole, running bock, N.Y. JETS-Signed Joe Fishbo

boll Leader

ed Pat Perles as

come for reassignment



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otte	31 35 26 25-117	Jim Jockson, 6-6, junio
atenio	26 20 20 34-112	68rpg,4.1epg,51.7 tppct
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	priotte 45 Johnson	ppg, 7.2 rpg. (291). Alonzo Mourning, 6-10
	binson 12). Assists-	21.5 ppg, 11.0 rpg, 5.0 blo
otte 28 (Bogues)	(0), Son Antonio 22	Second
kland 11).		Wait Williams, 6-8, se
		ppg, 5.6 rpg, 3.6 opg, 2.
AD Ton OF	• ·	Byron Houston, 6-7, see
AP Top 25		20.3 ppg, 8.9 rpg. 53.4 ft
and at final and	with first-place votes	Don MacLean, 6-10, 16 7.8 rpg, 92.8 fl pct, 1141
1771-72 Title Pold	through March 15,	Anthony Peeler, 6-4.
	oints for a first place	pog, 5.6 rpg, 3.8 pog, 2.
trough one point	for a 25th place vote	Adam Keete, 6-9, senie
est week's runking		12.4 rpg, 56.5 fp pct_ 3.6
	Record Pls Pvs	Taird Todd Day, 1-9 , senior, /
ska (64)	28-2 1,624 1 26-4 1,543 3	709. 11 apg. 2.6 steats, m
nto SI.	23-5 1.461	Bobby Hurley, 6-1, Jun
	25-4 1,390 0	GPG (1001.
diana	23-6 1.366 4	Malik Sealy, 6-7, senio
ntucky	26-6 1,242 9	4.9 rpg, 2.0 stoots (97).
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uthern Cal	23-5 1,144 10 25-7 1,081 4	Lee Mayberry, 4-2 st
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ericans ed Press All-Advertica key season statistics theses. Voting by a 42and of writers an 5-1-1 be

Team -11. senior, Duke, 21.9, Junior, LSU, 23.6 ppg, 2 fg pct. (307). or, Ohio State, 23.0 ppg.

1,44.83-pt fg pct. (300). Nor, Southern Col, 26.7 io. senior, Georgetown ocks, 59.1 ty pct. (257)

Second Team	
Wait Williams, 6-6, senior, Maryland, 26.8	
ppg, 56 rpg, 36 ppg, 21 stepts (172).	
Evron Houston, 6-7, senior, Oklahoma State,	x-N.Y.
20.3 ppg, 8.9 rpg, 53.4 fg pct, 1143),	x-Wosh
Don MocLeon, 4-10, senior, UCLA, 21.1 ppg."	New Je
7.8 rpg, 92.9 11 pct. [141].	Pittsbu
Anthony Peeter, 6-4, senior, Missouri, 23.2	N,Y. Is
ppg, 5.6 rpg, 3.8 ppg, 2.2 stepis [124].	Philode
Adom Keete, 6-7, senior, Stanford, 25.4 ppg.	
12.4 rpg, 56.5 fg pc1, 3.0 app [125].	x-Mont
Taird Team	z-Bosto
	x-Buffo
Todd Day, 6-7. senior, Arkansat, 23.7 ppg, 7.2	Hartfor
rog. 2.1 apg. 2.6 steals, missed 12 games (111).	Quebec
Bobby Harley, 6-1, Junior, Duke, 13.1 ppg, 7.6	
apg (1001.	
Matik Sealy, 6-7, senior, 81, John's, 22,7 ppg,	
4.9 rpg, 2.0 stools (97).	
Calbert Cheaney, 6-6, Junior, Indiana, 17.5	x-Detro
ppg, 4.7 rpg, 51.9 fg pct, 154).	Chicage
Lee Mayberry, 6-2. senior. Arkansas, 15.5	St. Los
ppg, 5.9 apg, 2.2 steals (48).	Minnes
Hosorable Mentiou	Toronto
Damon Balley, Indiana; Vin Baker, Harl-	
ford; Tony Bennett, Wisconsin-Green Bay;	x-Vonc
Nathan Call, Brigham Young; Sam Cassell.	Los An
Fiorido State; Partish Cosebler, Evansville;	Edmon
Doug Christie, Pepperdine; Hubert Davis,	Winnip
North Caroline; Terry Dohere, Seton Hall,	Calgary
Acte Earl, Iowa; LaPhonso Ellis, Notre	San Jas
Dame: Tam Guelletta, North Caroline State;	x-cliect
Aniernee Hardoway, Memphis State; Grant	
NIII, Duke; Robert Horry, Alaborno; Allan	
Houston, Tennessee; Alonzo Jamison, Kan-	Mostre
ags; Herb Jones, Cincinnott; Popeye Jones,	N.Y. R
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Terreli Lowery, Lovola Marymount; Jamai Graves | 231,

Mashburn, Kentucky; Jim McCav, Massa-chusetts; Chris Mills, Arlzana; Oliver Miller, Arkanaas: Eric Mantrass, North Caralino; Tracy Murray, UCLA; Terrence Rencher, York (on Roy) 10-11-8-29. : Sean Joien Rose, Michloon : Regionid Slater, Wy-

a; Chris Smith, Co ecticut; Ekn ncer, UNLV; Bryont Stith, Virgin Ihra, Konaos; Clarence Weathe thern Mississippi; Henry William riatte; Randy Wooda, La Salle. la, R



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Y. Islanders	30	23		48	257	277	fielders; Eric Helland an
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AY'S RESULTS

Holik (20), Carriveou (7), Zalapski (19) 2; lacinais (10) 3, Stats as post: Hartford (an Vernon) 13-20-7 -40. Calgary (on Whitmore 13-5-15---33. ALL'AND ALLONG BASEBALL American League CLEVELAND—Sent Terry Clark, Victor Garcia and Greg Roscon, pitchers; Ran Jones, authetaer; Luis Lanz, infinider; Kelly

PITTSBURGH--Signed Duval Love, suard, and Mark Rayais, punfer. SAN FRANCISCO-Normed Mike Satari Nath ands coach and offensive fine assistant. TAMPA BAY--Signed Bruce Reimers, of-fensive lineman: Aureed to terms with John Huster, offensive lineman. Named Terry Waaten assistant to the president and Scott Smith media relations assistant. y DiPote, Tom Kro thers: Lee Tim tchers: Lee Tinsley, Poctfic Coast Leogue, r, on waivers for pur-sconditional release, d Van Papoel, Reggie nd David Zonconary initia medio relations assistant. HOCKEY National Nackey Leasus NEW JERSEY—Recalled Chad Erickson nd Brent Gales, in d Kurt Brown, colchtor recessionment Balboni, first base struct, invited Gleni callender, from Utica, AHL LA.K.(NGS-Recalled Shawa

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recesignment, Pu vers for purpose of Tony Euseble HOUSTUN er, to Jackson, Te Brantley and Joe Mikotine Makarewicz and John Massareme and Dave Richards, pitcher: to minor lease comp for assignment, PITTSBURGH—Sent Jose Tolentine and Joe Redited, infleders; Keith Miller, outfield minor-league comp for roossignmen/ Million, Randy Veres, c

SIDELINES

Gullit to Have Surgery on Knee

MILAN (AP) - Rund Gullit, the star midfielder of AC Milan and the Dutch national team, is to have surgery on torn cartilage in his left knee and will be sidelined for abont 40 days, team doctors said Tuesday.

The operation will be done Monday in Belgium by Dr. Marc Marteus. Martens operated on Gullit's right knee in 1989, when the Dutch player was sidelined for almost the entire season.

· English soccer players were being asked Tuesday to vote on a strike after their deadline passed on talks over television revenue and the running of the Premier League that is to debut next August. (Reuders) Marius Johan Oolt, 44, the former managing director of the Dutch team FC Utrecht, has been hired to prepare Japan's national team for the 19944 World Cup, the Japan Soccer Association said Tuesday. (AP)

Yale Crews Sink in Tampa Bay

TAMPA, Florida (AP) - Nineteen members of Yale University's crews were rescued from Tampa Bay after a wave swamped their two boats Monday.

The rowers were spotted off Davis Island clinging to their overturned sculls and a buoy. Yale's crews have been training during spring break at the University of Tampa, where they competed in a regatta last week.

For the Record

Konishiki, the American wrestler, eked out victory Tuesday to tie for the lead after 10 days of the 15-day Spring Grand Sumo Tournament. (UPI)

Claude Criquielion will appeal against the acquittal of Canadian Steve Bauer on charges that he knocked down the Belgian near the finish to a world cycling championship race four years ago. (Reuters) Terry Norris, the WBC super welterweight champion, will fight WBA relterweight champ Meldrick Taylor for Norris's crown May 9 in Las Vegas.

Ouotable

• Jim Valvano, the basketball coach turned commentator: "Think about what 1 do for a living: I watch college basketball and talk, two of my most favorite things in the whole world. It beats heavy lifting."

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OBSERVER Usuality as Usual

By Russell Baker WASHINGTON -- What was interesting about Paul Tsoagas was how uninteresting he was. this raised a happy possibility. For years presidential politics had been a closed science, which is to say, everything that could he learned about it had been learned long, long ago. It was a finished system whose mechanics were so thoroughly understood that it was left basically in the hands of engineers. The engineers, usually profes-sionals without political philosophy, created and operated the painted talking dummies which, as had been scientifically demonstrated, made the only plausible or, to

use the professional jargon, "electable" candidates.

As illustrated most recently in Bush campaigns, the engineers take polls to find out what the public wants to bear, then build the desired noises into their creation. ("Message: 1 care.") Since they are creating an image and not portray-ing a human being, they garnish it with vivid pictures staged to be-muse vast aumbers of entertainment-glutted people prone to instant boredom

The result is to make the modern presidential campaign seem as de-pressingly inevitable as a Sunday afternoon in February. The thing is all inescapable, mind-aumbing, soul-grinding usualness.

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No wonder fewer people vote in each passing election. The usuality of the business is so deadening to the senses that people tend to for-get that what's really going on is not just a performance by the usual suspects but also a vital struggle to decide who gets the lion's share of the national purse.

The unusualness of Tsongas threatened to let fresh air into this year's proceedings, for he was an insult to every engineer's idea of what a candidate must look like, sound like and be like. Telegenically, for example, he was out of the

question. Since 1960 when the Kennedy people transformed the churchly word "charisma" into a tacky synonym for "glamour" there had never been a candidate with less of the holy stuff of celebritude than Tson-

He looked like a professional mourner. His voice broke in the wrong places, his eyes rolled at the

wrong time, his smile was a catastrophe, a smile he might have bought from a shady used-smile dealer

As if that weren't bad enough, he had had cancer. Cancer! We were scarcely a generation away from a time when cancer was such an unspeakable word that Americans wouldn't let obituary writers reveal that next-of-kin had died of it.

In 1976 a poliacal reporter dismissed Morris Udall's presidential candidacy by saying. "America isn't ready to be governed by a oneeyed divorced Mormon." Now Tsongas was asking America to accept cancer.

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Defying engineering, Tsongas's early successes provided a little optimism about a political system that seemed in danger of mummifi-cation. Perhaps there was more to making a president than the engi-neers suspected. If Soviet commu-nism could collapse in an afternoon like the oac-boss shay. might American politics also slough off the old usual ways?

The answer seems to be no. Climton's successes seem to bear us relentlessly back toward usuality. He is the classic engineering product: a smile he must have been born with, seductive Southern accent, skill in the usual political mechanics admired by the kind of reporters whose enthusiasm can help turn the usual candidate into a "front-runper" fat with headlines. Just now, for instance, tons of

press ink suggest he has the cun-ning to bring black voters and low-er-income white voters into a winming coalitiou for Democrats.

Maybe he does. Still it sounds like the usual engineering explana-tion why the usual mechanics work better than a "vision thing" for getting to the White House.

It would have been high sport watching the Republicans' masterful well-poisoning engineers wres-tle with the difficulty of designing commercials to destroy square, upright, uncharismatic Tsongas. Too had to miss that, hut usua-

lity seems about to deaden the air again, as usual. As Damon Runvon aoted, "The race may not always be to the swift nor the victory to the strong, but that's the way to bet it." New York Times Service

Beyond the Gender Wars: What Men and Women Say

Linguistics Professor

written the book of the

1990s.

By Henry Allen Washington Past Service

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DRINCETON, New Jersey - Let's say that Deborah Tannen has written the book of the '90s-not too risky a claim because we've only had two years of the '90s and the book has spent most of them at the top of the best-seller list. The name of it is "You Just Don't Understand: Women and Men in Conversation."

"HE: I'm really tired. I didn't sleep well last night. "SHE: I didn't sleep well either. I never do. "HE: Why are you trying to belittle me? "SHE: I'm not? I'm just trying to show that I under-

stand On and on, the firefights and

ambushes of gender conflict, life itself. The book answers a lot of questions we've been asking so long that we've forgotten we ask Why can't a woman tell her husband about what a jerk her boss is without him coming up with the equivalent of the Marshall Plan for restructuring her career? (She wants sympathy, he

feels she's asking him to solve a problem.) Why are men less likely than women to ask directions when they're lost? (Men value their independence more, and don't like to get into exchanges where they feel they're one down. Women don't worry so much about being one down because they value communication more than hierarchy.)

Tannen will say: "This is the most common response that I get from people, overwhelmingly: 'I couldn't believe that I saw myself on overy page, I couldn't believe it, I thought my wife and I were the only ones who had that." And it was spooky that they read it in a book, I mean I was told this by people in other countries."

A professor of linguistics at Georgetown, currently in residence at the Institute for Advanced Study in Princeton, she is a tallish, demure woman of 46. She is a New Yorker most of whose Brooklyn accent was harried out of her by teachers at Hunter College High School. She has a small bright smile, and on one recent afternoon in the institute cafeteria, she wore a bulky cotton sweater, a plaid shirt, big carrings and two rings. She looked like a shrink dressed for Saturday morning patients.

Being at the institute is one of the larger honors that academia offers, sort of the academic equivalent of Valhalls with a big lawn. Einstein spent years there, safely behind the crepe-soled curmindgeomy of faculty-meeting frustrations. Even in the cafeteria you feel the calm ansterity of the place, a transcendent matter-of-factness that ems almost blithe - Epstein's bust of Einstein against the wall, the sixth-century Antioch mossic, the scholars with a provisional and birdlike air about them, sitting in Brener chairs, paying no attention to their food as they eat it, and talking with vagnely inappropriate gestures.

Tannen talked a lot about her theories, but she also betrayed the cool acmeness of a true listener, a watchfulness that may have arisen from the childhood case of

mumps that left her partly deaf. She extracted a hearing aid from under her hair and held it in her hand. "Because I'm hard of hearing, I always learned to listen very carefully and to pick up cues from everything other than what people said because I often missed the words that they said. And, you know, in some sense you could say that's really what I've made a living on, by picking up all the subtle things other than the actual words."

Reading Tannen's book is a bittle like reading a novel masquerading as linguistic analysis — all these conversa-tions, analyzed with a sort of 18th-century cheer and intensity, and framed with aphoristic certainties: "Each person's life is lived as a series of conversations." And a wonderful first line in Chapter 1:

"Many years ago I was married to a man who should at me." Except that if it's a novel, the major character is you. That's the Deborah Tannen may have

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feeling. Much about the book would seem to work against its huge success. After decades of feminist bashismo, you might look at that title and see another tract on male failure to care, to share, to

cuddle, to huddle; or another bit of pop-psych secular evangelism about victims, survivors, the child within, dependence, independence, co-dependence. But no. There's no 10-point checklist, no 12-step pro-gram, no tips for better living. Most of her fan mail is from men too - she refuses to take sides in the gender battle. And Tannen not only has a million copies of this book in print —a million — she is also in residence at the Institute for Advanced Study.

Unlike the purveyors of self-help weepology, Tannen has done the research. She has a doctorate in linguistics from Berkeley, she's a professor at Georgetown, she has a 16-page academic resume, she writes papers with titler such as "Interactive Frames and Knowledge Schemas in Interaction," and she hates the endless demands for her

advice, her appearance on television. Ah, but integrity and scholarship have rarely sold well in America unless accompanied by a foreign accent, pref-erably German, or by the sort of dramatic persona that Tannen utterly lacks. But here she is, a best seller in the United States, Germany, the Netherlands and England. In 298 pages about subtleties and intonations and metamessages between the sexes, there is no sex whatsoever. "I suppose you're right, I don't tend to think about it," she said. She giggled

How nice to read a book about a world where men and women can actually talk, argue and so ou as if they were wandering through the garden in a Jane Austen acvel. How nice to be freed at last from the dicta of Freud, who after all the popularizers got through seemed to be telling as that everything was sex, sex, sex. In Tannen's garden, there is no malice, either, no suide

implications, no ugly undertones. Instead, there's more of an atmosphere of cory befuddlement, like some happy squalor out of Dickens, Mr. Peggotty and his family around the hearth, say.

"Because I say everybody means well?" she asked. "I



Tannen doesn't take sides in the battle of the sexes.

say in the introduction I realize that everybody doesn't mean well, there are people who are out to get you, but I say that's not news. What I spend my time doing is what I think needs to he done. In other words, nobody needs me to tell them that their partner is sometimes a creep. But what I feel is news and what needs to be demonstrated is that they don't always intend that effect."

In its genial way, Tannen's book frees us from a notion of human discourse that was about as useful as Shaker furniture is comfortable, though both are to be admired for their gorgeous simplicity. The point is, plain speaking is not possible. There is always spin on the ball. Any

"A lot of the self-help books and psychology have misled people that way," Tannen said, "because they've said, 'Just talk about it. Just tell them what you feel, and then there won't he any problem.' So there has been a high level of frustration. The psychological thing has pretty much taken over the public mind as an explanation of human behavior. So I feel, yeah, part of it is that by taking a linguistic approach, it's acw.

Finally, she has escaped the political correctness police and said quite simply that men and women are different. She escaped by refusing to say whether it's nature or culture that makes them different. She just deals with what she's studied as a linguist. Writing about videotapes of boys talking with boys and girls talking with girls, she says: "I had the feeling I was looking at two different species." And further on: "Gender is a category that will not go away.

PEOPLE

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N. Y. Woman Claims Mayakovsky as Father

Patricia J. Thompson says she met her father only once, when she was 3. Thompson, a professor of women's studies at Lehman College in New York, says she is the only child of Vladimir Mayakovsky. the celebrated poet of the Bolshevik Revolution, born after a romance in 1925 between Mayakovsky, then visiting New York, and her mother, Elezereta Petrovna Siebert, a member of the Russian gentry who had fled her homeland. Her mother's husband, an Englishman named George Jones, "brought me up as a daughter," she told New York magazine. She rovealed her parentage in an inter-view with a Soviet journalist last April, but came forward again after an article in Vanity Fair referred to Mayakovsky's having had an illegitimate daughter with a Russian-American woman, "I was incensed by that," she said. "I am his natural or biological daughter. I am also a feminist, and we are moving away from those kinds of pejorative, patriarchal terms."

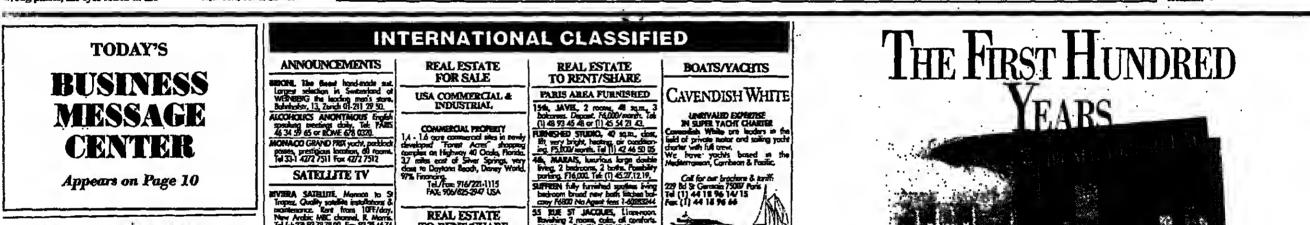
David Bowie, Elton John and George Michael will headline an AIDS benefit tribute to Freddie Mercury, who died of the disease Mercury, who died of the disease last year. The April 20 concert at Wembley Stadium will feature An-nie Leanox, Seal, Roger Daitrey, Ian Hunter, Robert Piant, Paul Young, and U2 playing live from California. Mercury's Queen col-leagues, Brian May, John Deacon and Roger Taylor, will star. Mercu-ry died Nov. 24 at age 45, the day after he announced he had AIDS. after he announced he had AIDS.

Mick Jagger is to become a grandfather at age 48, a few months after the birth of his fifth child. Jade, the 20-year-old daughter of the Rolling Stones singer and Bianca Jagger, said in an interview published in London Tuesday that she was expecting a baby in June.

Woody Allen says his reputation as an intellectual is bogus. "People always think I'm being facetious when I say it was only because of my glasses," he told the Los Ange-les Times, "I've just never been an intellectual but I have this look. I would be very disappointing in a conversation with a group of intellectuals.".

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